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THE
INDUSTRIAL ARTS INDEX

4.

TWENTY-THIRD ANNUAL VOLUME

1935

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY
MARION E. POTTER, LOUISE D. TEICH,
LEONE BAKER

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1936

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PREFACE

The Twenty-third annual volume of the Industrial Arts Index continues with little change the indexing service that has been provided for public, college and special libraries for a number of years. *System* was absorbed by *American Business* in August and from that date *American Business* has been indexed. The *Bulletin of the Taylor Society* and the *Bulletin of the Society of Industrial Engineers* combined as the *Journal of the Society for the Advancement of Management,* the indexing is of course being continued. Other changes of name are indicated in the "List of Periodicals Indexed." To this list there are two additions for 1936: *Electronics* and *Review of Economic Statistics.*

The titles listed monthly in "Recent Book Titles" number for the year 2325, and are included in this volume. These are in addition to the many United States government documents, state geological and engineering bulletins, university bulletins relating to business and technology, and bibliographical bulletins from various sources.

M. E. P.

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List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $3; single numbers 15c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York
Includes Advertising Arts beginning July 18, 1935

Adv Arts—Advertising Arts. $2; single numbers 50c. bi-m Robbins Pub. Co, Inc, 9 E 38th St, New York
Published as Design section of Advertising and Selling until July, 1933 and again incorporated in Advertising and Selling July 18, 1935

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York
Absorbed Aviation Engineering beginning July, 1933

Air Commerce Bul—Air Commerce Bulletin. m U. S. Department of Commerce, Bureau of Air Commerce, Washington, D.C.
Monthly beginning July 15, 1933

Am Arch—American Architect. $3; single numbers $1. m Hearst Magazines, Inc, 572 Madison Av, New York
Changed to monthly beginning September, 1934

Am Assn of Textile Chemists and Colorists Proceedings. Published in American Dyestuff Reporter

Am Bankers Assn J—American Bankers Association Journal. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York
Name changed to Banking beginning October, 1934

Am Bld—American Builder and Building Age. $2; single numbers 25c. m American Builder Pub. Corp, 105 W Adams St, Chicago, Ill.

Am Business—American Business combined with System. $2; single numbers 25c. m Dartnell Corp, 4660 Ravenswood Av, Chicago
Indexing began August 1935 when it was combined with System

Am Cer Soc Bul—Bulletin of the American Ceramic Society. $1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio

Am Cer Soc J—Journal of the American Ceramic Society. $15; single numbers $1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio

Am Chem Soc J—Journal of the American Chemical Society. $8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Am Concrete Inst J—Journal of the American Concrete Institute. $7.50; single numbers $1.50. bi-m (except Jl-Ag) American Concrete Institute, 7400 Second Blvd, Detroit, Mich.
Began publication as v 1 (Proceedings, v 26) November, 1929

Am Dyestuff Rep—American Dyestuff Reporter. $5. bi-w Howes Pub. Co, Inc, 440 4th Av, New York
Includes Proceedings of American association of textile chemists and colorists

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York

Am Gas Assn Mo—American Gas Association Monthly. $3. m American Gas Assn, 420 Lexington Av, New York

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. annual American Institute of Chemical Engineers, For sale by D. Van Nostrand Co, 250 4th Av, New York

Am Inst E E J. See Elec Eng

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—American Journal of Science. $6; single numbers 60c. m American Journal of Science, New Haven, Conn.

Am Mach—American Machinist. $3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Am Pet Inst Proc—American Petroleum Institute Proceedings. 50 W 50th St, New York

Am Soc C E Proc—Proceedings of the American Society of Civil Engineers. $8; single numbers $1. m (except Je and Jl) American Society of Civil Engineers, 33 W 39th St, New York

Am Soc for Metals Trans—Transactions of the American Society for Metals. $5; single numbers $2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio
Formerly Transactions of American Society for Steel Treating
Changed to quarterly beginning December, 1934

Am Soc Heat & V E J. See Heating-Piping

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans. See Am Soc for Metals Trans

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50 q American Statistical Association, 722 Woodward Bldg, Washington, D.C.

Am Water Works Assn J—Journal of the American Water Works Association. $7. m American Water Works Assn, 29 W 39th St, New York

Angew Chemie—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H, Corneliusstr. 3, Berlin W 35, Germany

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia

Annalist—The Annalist. $7; single numbers 20c. w New York Times Co, Times Square, New York

Arch Forum—Architectural Forum. $4; single numbers $1. m Time, Inc, 350 E 22d St, Chicago

Arch Rec—Architectural Record. $3; single numbers 50c. m F. W. Dodge Corp, 115 W 40th St, New York

Architecture—Architecture. $6; single numbers 50c. m C. Scribner's Sons, 597 5th Av, New York

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 16 Russell Square, London, W.C. 1

Automobile Eng—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1
Extra motor show review number published in November

Automotive Ind—Automotive Industries. $1; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia

Aviation—Aviation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York

Bankers Mo. See Rand McNally Bankers Mo

Banking—Banking; Journal of the American Bankers Association. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York
Formerly American Bankers Association Journal

Barron's—Barron's. $10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York

Blast F & Steel Pl—Blast Furnace and Steel Plant. $2; single numbers 25c. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa.

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers $1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston
Changed to quarterly January, 1934

Bradstreet's. See Dun & Bradstreet

Brick & Clay Rec—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich.

Bus Transportation—Bus Transportation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Business Week—Business Week. $5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Can Chem & Met—Canadian Chemistry and Metallurgy. $4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2

Can Min J—Canadian Mining Journal. $5. m National Business Publications, Ltd, Gardenvale, Que.

Chase Econ Bul—Chase Economic Bulletin. irr Chase National Bank, New York

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Chem Ind—Chemical Industries. $3; single numbers 25c. m Chemical Markets, Inc, 25 Spruce St, New York
Formerly Chemical Markets

Chem Markets. See Chem Ind

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md.

Chem Soc J—Journal of the Chemical Society. £3 4s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1

Chemische Fabrik—Die Chemische Fabrik. RM 30; single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H. Corneliusstr. 3, Berlin W 35, Germany
Changed to a bi-weekly January, 1934

Chemistry and Industry. See Soc Chem Ind J

Chimie & Ind—Chimie & Industrie. 500 fr; single numbers 40.50 fr. m Société de Chimie Industrielle, 28, Rue Saint-Dominique, Paris, France

Civil Eng—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York

Coal Age—Coal Age. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Comm & Fin—Commerce and Finance. $5; single numbers 15c. w Comfine Publishing Corp, 95 Broad St, New York
Changed from weekly to bi-weekly November 27, 1935. Price of single issues changed to 25c

Comp Air M—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey

Concrete—Concrete. $3; mill ed. $4; single numbers 50c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago

Cornell Eng—Cornell Engineer. $2. m (except Jl-S) Cornell Engineer, Lincoln Hall, Ithaca, N.Y.
Replaces Cornell Civil Engineer and Sibley Journal of Engineering

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York

Dom Eng—Domestic Engineering. $2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago

Dun & Bradstreet—Dun & Bradstreet Monthly Review. $5; single numbers 50c. m Dun & Bradstreet, Inc, 290 Broadway, New York

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa.

Economist—Economist. £2 18s; colonies £3 1s; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4

Edison Elec Inst Bul—Edison Electric Institute Bulletin. $2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York
Began publication April, 1933 as successor to N E L A Bulletin

Elec Eng—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York

Elec J—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.

Elec R (Lond)—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1

Elec Traction—Electric Traction and Bus Journal. $1; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S Dearborn St, Chicago
Name changed to Mass Transportation beginning March, 1935

Elec W—Electrical World. $4; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Changed to a bi-weekly beginning September 1, 1934

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of California, 883 Mission St, San Francisco, Calif.

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York
Formerly American Electrochemical Society Preprints are indexed

Eng & Min J—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"]

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2

Exp Wireless. See Wireless Engineer

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 1033 Delaware Trust Bldg, Wilmington, Delaware

Factory Management—Factory Management and Maintenance. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Federal Reserve Board, Washington, D.C.

Food Ind—Food Industries. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Forbes—Forbes. $5; single numbers 25c. s-m B. C. Forbes Publishing Co, 120 Fifth Av, New York

Fortune—Fortune. $10; single numbers $1. m Time-Fortune Corp, 350 E 22d St, Chicago

Foundry—Foundry. $2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O.

Gas Age—Gas Age-Record. $3; single numbers 25c. w Robbins Pub. Co, Inc, 9 E 38th St, New York

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co, Schenectady, N.Y.

Génie Civil—Le Génie Civil. 240 fr; single numbers 3 fr. w Génie Civil, 5 rue Jules-Lefebvre, Paris (9^{e}), France

Geol Soc Bul—Bulletin of the Geological Society of America. $10. m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York

Glass Ind—Glass Industry. $2. m Ogden-Watney Publishers, Inc, 233 Broadway, New York

Guaranty Survey—The Guaranty Survey. m Guaranty Trust Company of New York

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York

Heating-Piping—Heating, Piping and Air Conditioning. $2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago

Includes American Society of Heating and Ventilating Engineers Journal section

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

Illum Eng Soc Trans—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 29 W 39th St, New York

Illum Engr—Illuminating Engineer. 10s 6d; single numbers 9d. m Illuminating Engineer, 32 Victoria St, London, S.W. 1

Name changed to Light and Lighting with January, 1936 number

Ind & Eng Chem—Industrial and Engineering Chemistry Industrial Edition. $5; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

With Analytical and News editions $7.50

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. $2; single numbers 75c. bi-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Changed to bi-monthly January, 1933

Ind & Eng Chem News ed—Industrial and Engineering Chemistry News Edition. $1.50; single numbers 10c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N. W. Washington, D.C.

Ind Stand—Industrial Standardization and Commercial Standards Monthly. $4; single numbers 35c. m American Standards Association, 29 W 39th St, New York

Index—Index. m New York Trust Company, 100 Broadway, New York

India Rubber W—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co, 205 West Wacker Drive, Chicago

Ins Field (Fire ed)—Insurance Field (Fire and Casualty Edition). $5; single numbers 25c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Ins Field (Life ed)—Insurance Field (Life Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Inst Chem Eng Trans—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, Abbey House, Westminster, London, S.W. 1

Indexing began with volume 9, 1931

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1; Engineers Book Shop, 168 E 46th St, New York

Inst Mech Eng Proc—Institution of Mechanical Engineers. Proceedings. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1

Inst Pet Tech J—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York

Int Labour R—International Labour Review. $6; single numbers 60c. m World Peace Foundation, 40 Mt Vernon St, Boston

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago

Iron Age—Iron Age. $6; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 28, Victoria St, London, S.W. 1

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co, Inc, 135 Cedar St, New York

J Chem Educ—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa.

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa.

J Fr Inst—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, 20th St & Parkway, Philadelphia

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene and Toxicology. $5. bi-m Williams & Wilkins Co, Baltimore, Md.

Published monthly except July and August beginning January, 1936

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.25 q Northwestern University, 337 E. Chicago Av, Chicago

J of Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago

J of Research Nat Bur Stand—Journal of Research of the National Bureau of Standards. $2.50; single numbers 25c. m Superintendent of Documents, Washington, D. C.

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1.50 m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore

Lib J—Library Journal. $5; single numbers 25c. s-m (m during Jl and Ag) R. R. Bowker Co, 62 W 45th St, New York

Articles of interest to special libraries are indexed

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn.

Mach—Machinery. $3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York

Mag of Wall St—Magazine of Wall Street. $7.50; single numbers 35c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York

Extra number, Manual of Magazine of Wall Street published annually in March

Management Methods. See System

Management R—Management Review. $5; single numbers 50c. m American Management Association, 20 Vesey St, New York

Formerly American Management Review

Manuf Rec—Manufacturers Record. $2; single numbers 25c. m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.

Marine Eng—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York

Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935

Marine R—Marine Review. $3; single numbers 35c. m Penton Pub. Co, Penton Bldg, Cleveland, O.

Merged with Marine Engineering, November, 1935

Mass Transportation—Mass Transportation. $1; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago

Formerly Electric Traction and Bus Journal

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York

Mech Handling—Mechanical Handling and Conveying. 12s; single numbers 10d. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. 2

Metal Ind—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co, Inc, 116 John St, New York

Metal Prog—Metal Progress. $5; single numbers 50c. m American Society for Metals, 7016 Euclid Av, Cleveland, O.

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York

Min Cong J—Mining Congress Journal. $3; single numbers 30c. m American Mining Congress, Munsey Bldg, Washington, D.C.

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Plastics—Modern Plastics. $5; single numbers 50c. m Breskin & Charlton Pub. Corp, 425 Fourth Av, New York

Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C.

Free to labor departments and bureaus and other offices connected with the administration of labor laws

N A C A Bul—N.A.C.A. Bulletin. $10. s-m National Association of Cost Accountants, 385 Madison Av, New York

Occasional articles indexed

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 613 Statler Bldg, Boston

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. $5; single numbers 15c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O.

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.

Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago

Extra number (Auto ins no) published in April

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago

Nation's Business—Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C.

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York

Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N F Water Works Assn J

Oil & Gas J—Oil and Gas Journal. $6; single numbers 15c. w Petroleum Pub. Co, 114-116 W 2d St, Tulsa, Oklahoma

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Reporter, Inc, 12 Gold St, New York

Two extra convention numbers published each year.

Opt Soc Am J—Journal of the Optical Society of America. $6; single numbers 60c. m American Institute of Physics, Inc, 11 E 38th St, New York

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York

Personnel J—Personnel Journal. $5; single numbers 50c. m (except Jl and Ag) Personnel Research Federation, 29 W 39th St, New York

Pet Age—Petroleum Age. $1; single numbers 25c. m Petroleum Age Pub. Co, 500 N Dearborn St, Chicago

Phys R—The Physical Review. Second Series. $15; single numbers 75c. s-m American Institute of Physics, Inc, 11 E 38th St, New York

Plastic Prod—Plastic Products. See Modern Plastics

Platers' Guide—Platers' Guide. $1. m Brass World Publishing Co, Inc, 1 Platt St, New York

Formerly Brass World

Power—Power. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Extra convention number published in Mid-December

Power Pl Eng—Power Plant Engineering. $2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago

Printing Art Q. See Printed Salesmanship

Prof Eng—Professional Engineer. $1.50. q American Association of Engineers, 8 South Michigan Av, Chicago

Changed from bi-monthly to quarterly with April, 1933

Ptd Salesmanship—Printed Salesmanship, The Printing Art Quarterly. $3.50; single numbers $1. q Dartnell Corp, 4660 Ravenswood Av, Chicago

Published quarterly beginning Summer 1935, v 65, no 3. Last monthly number published April 1935

Name changed to Printing Art Quarterly with the Autumn, 1935 number

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Pub Health Rep—Public Health Reports. $2; single numbers 5c. w Superintendent of Documents, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C.

Pub Serv M—Public Service Magazine. $3; single numbers 25c. m Harvey J. Gonden, 35 East Wacker Drive, Chicago

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C.

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York

Pulp & Pa of Can—Pulp and Paper of Canada. $5; single numbers 50c. m National Business Publications, ltd, Gardenvale, Que.

Extra convention number published in February

R Sci Instr—Review of Scientific Instruments with Physics News and Views. $3; single numbers 50c. m American Institute of Physics, 11 E 38th St, New York

$1.50 to members of the Founder Societies of the Institute

Radio N—Radio News. $2.50; single numbers 25c. m Teck Publications, Inc, 461 8th Av, New York

Rand McNally Bankers Mo—Rand McNally Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago

Formerly Bankers Monthly

Rayon & Melliand—Rayon and Melliand Textile Monthly. $3; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York

Refrig Eng—Refrigerating Engineering. $5; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York

Roads & Sts—Roads and Streets. $2; single numbers 25c. m Gillette Pub. Co, 400 W Madison St, Chicago

Absorbed Engineering and Contracting, January, 1933

Rock Prod—Rock Products. $2; single numbers 25c. m Tradepress Pub. Corp, 330 South Wells St, Chicago

Extra number published in January, 1935

Roy Aeronautical Soc J—Journal of the Royal Aeronautical Society. £2 4s 6d; single numbers 3s 9d. m Royal Aeronautical Society, 7, Albemarle St, Piccadilly, London, W. 1

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.20. q American Institute of Physics, Inc, 11 E 38th St, New York

Rubber Age—Rubber Age. $2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York

S A E J—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Magazine Publishing Corp, 45 John St, New York

Sales Management—Sales Management. $4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York

Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month

Sci Am—Scientific American. $4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York

Sheet Metal Worker—Sheet Metal Worker. $2; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York

Sibley J—Sibley Journal of Engineering. $2; single numbers 15c. m (except Jl-S) Sibley Journal of Engineering, Inc, Ithaca, N.Y.

Replaced by Cornell Engineer, October, 1935

Soc Chem Ind J—Journal of the Society of Chemical Industry. £4 4s; single numbers 1s 10d. w Society of Chemical Industry, Central House, 46 Finsbury Sq, London, E.C. 2

In three separately paged sections; Chemistry and Industry, Transactions and British Chemical Abstracts

Soc Dyers & Col J—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England

Soc Ing Civils Bul—Mémoires et Compte Rendu des Travaux de la Société des Ingénieurs Civils de France. Bulletin. 200 fr. bi-m Hotel de La Société, 19, rue Blanche, 19 (9ᵉ), Paris, France

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 345 Hudson St, New York

Spectator (Life ed)—Spectator; American Review of Life Insurance. $2; with Property ed $3. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia

Changed from weekly to bi-weekly July 11, 1935, v 135, no 1

Spectator (Property ed)—Spectator; Property Insurance Review. $2; with Life ed $3. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia

Began publication July 4, 1935, v 1, no 1

Stahl & Eisen—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m.b.H, Düsseldorf, Germany, American agent, Paul F. Hermann Co, 1910 Beechwood Blvd, Pittsburgh, Pa.

Steel—Steel. $4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O.

Survey of Cur Business—Survey of Current Business. $1.50; monthly 10c; weekly 5c. Superintendent of Documents, Washington, D.C.

Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week.

System—System and Business Management. $2; single numbers 35c. m Management Publications, Inc, 330 W 42d St, New York
System became Management Methods with January, 1932 number; name changed to System and Management Methods, July, 1933; changed to System and Business Management, October, 1933
Purchased by Dartnell Publications and combined with American Business, August, 1935

Taylor Soc & Soc Ind Eng Bul—Bulletin of the Taylor Society and of the Society of Industrial Engineers. $3. bi-m Federated Management Societies, 29 W 39th St, New York
Formerly Taylor Society Bulletin
Name changed to Society for the Advancement of Management Journal with January, 1936 number

Taylor Soc Bul. See Taylor Soc & Soc Ind Eng Bul

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc, 233 Broadway, New York

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England

Textile World—Textile World. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York
Extra annual review number published in February

Transit J—Transit Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Extra convention number published September 14
Formerly Electric Railway Journal

Trust Companies—Trust Companies. $5; single numbers 60c. m Fiduciary Publishers, Inc, 2 Rector St, New York

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed

* **U S Bur For & Dom Com Domestic Commerce Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

* **U S Bur For & Dom Com misc pub**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

* **U S Bur For & Dom Com Trade Information Bul**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

* **U S Bur For & Dom Com Trade Promotion Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

† **U S Bur Mines Bul**—United States. Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

† **U S Bur Mines Information Circ**—United States. Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

† **U S Bur Mines Rep of Invest**—United States. Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

† **U S Bur Mines Tech Pa**—United States. Bureau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Bur Stand J Research—Bureau of Standards Journal of Research. $2.50. m Superintendent of Documents, Washington, D.C.
Name changed to Journal of Research of the National Bureau of Standards with the July 1934 number

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual report

‡ **U S Nat Bur Stand**—United States National Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

VDI. See Zeit Ver Deutsch Ing

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago

Water Works & Sewerage—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co, Daily News Bldg, Chicago

Weekly Underw—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer and Experimental Wireless. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1
Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—VDI. Zeitschrift des Vereines Deutscher Ingenieure. RM 52; single numbers RM 1.75 w VDI-Verlag G. m. b. H, Dorotheenstr. 40, Berlin NW 7, Germany

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† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or translation or translator
		v	volume

Sample title:

Investment trusts under the microscope. C. Williams. Mag of Wall St 51:26-8+ O 29 '32

Explanation:

An article with the title given above will be found in Magazine of Wall Street, volume 51, pages 26 to 28 (continued on later pages of the issue) the October 29, 1932 number.

Abbreviations of Publishers' Names Used in Book Titles

A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.

Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia

Am. Book Co. American Book Company, 88 Lexington Av, N.Y.

Appleton-Century. D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.

Baird. H. C. Baird & Co, 2 W 45th St, N.Y.

Blakiston. P. Blakiston's Son & Co, 1012 Walnut St, Philadelphia

Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.

Callaghan. Callaghan & Co, 401 E Ohio St, Chicago

Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.

Century Co. See Appleton-Century

Chemical Catalog Co. See Reinhold Pub. Corp.

Chemical Pub. Co, 300 N 3d St, Easton, Pa.

Columbia Univ. Press, 2960 Broadway, N.Y.

Crowell. T. Y. Crowell Company, 387-393 4th Av, N.Y.

Day. John Day Co, Inc, 386 4th Av, N.Y. Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.

Dodd. Dodd, Mead & Co, 449 4th Av, N.Y.

Doubleday. Doubleday, Doran & Co, 75 Franklin Av, Garden City, N.Y.

Drake. Frederick J. Drake & Co, 179 N Michigan Av, Chicago

Dutton. E. P. Dutton & Co, 286-302 4th Av, N.Y.

Engineers Book Shop, 168 E 46th St, New York

Ginn. Ginn & Co, (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.

Gregg. Gregg Publishing Company, 270 Madison Av, N.Y; 2500 Prairie Av, Chicago

Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.

Harper. Harper & Brothers, 49 E 33d St, N.Y.

Harvard Univ. Press, Randall Hall, Cambridge, Mass.

Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y; 1815 Prairie Av, Chicago

Henley. Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.

Holt. Henry Holt & Co, 1 Park Av, N.Y; 2626 Prairie Av, Chicago

Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 386 4th Av, N.Y; 2500 Prairie Av, Chicago; 500 Howard St, San Francisco

Knopf. Alfred A. Knopf, 730 5th Av, N.Y.

Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia

Little. Little, Brown & Co, 34 Beacon St, Boston

Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.

Longmans. Longmans, Green & Co, 114 5th Av, N.Y.

McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.

Macmillan. The Macmillan Co, 60 5th Av, N.Y.

Manual Arts Press, 237 N Monroe St, Peoria, Ill.

Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.

National Research Council, 2101 Constitution Av, N.W. Washington, D.C.

Oxford. Oxford University Press (Clarendon Press) (American branch), 114 5th Av, N.Y.

Penton Pub. Co, 1213 W 3d St, Cleveland, O; 220 Broadway, N.Y.

Pitman. Pitman Pub. Corp, 2-6 W 45th St, N.Y.

Prentice-Hall, Inc, 70 5th Av, N.Y.

Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.

Reinhold Pub. Corp, 330 W 42d St, N.Y.

Revell. Fleming H. Revell Co, 158 5th Av, N.Y.

Ronald Press. Ronald Press Co, 15 E 26th St, N.Y.

Routledge. Routledge, G. & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4

Scientific Bk. Corp, 15 E 26th St, N.Y.

Scribner. Charles Scribner's Sons, 597 5th Av, N.Y; 320 E 21st St, Chicago

Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St, N.Y.

Special Lib. Assn. Special Libraries Association, 345 Hudson St, N.Y.

Spon. E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1

Stokes. F. A. Stokes Co, 443-449 4th Av, N.Y.

Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.

Teachers College, Columbia University, 525 W 120th St, N.Y.

Univ. of Chicago Press, 5750 Ellis Av, Chicago

Van Nostrand. D. Van Nostrand Co, 250 4th Av, N.Y.

Viking Press, Inc, 18 E 48th St, N.Y.

West. West Pub. Co, 50 W Kellogg Blvd, St Paul, Minn.; 2 Lafayette St, N.Y.

Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.

Williams & Wilkins. The Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore

Wilson, H.W. H. W. Wilson Co, 950-972 University Av, N.Y.

Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.

World Peace Foundation, 40 Mt Vernon St, Boston (9); 8 W 40th St, N.Y. American Agents for the Publications of the International Labor Office, and the League of Nations

Yale Univ. Press, 143 Elm St, New Haven, Conn; 386 4th Av, N.Y.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

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AACHEN

Technischen hochschule

Zum 25jährigen bestehen des neubaues der hüttenmännischen Institute an der Technischen hochschule zu Aachen. il Stahl & Eisen 55:613-16 Je 6 '35

ABBOT, Charles Greeley, 1872-

Personalities in science. por Sci Am 152:285 Je '35

ABBOTT laboratories

Out to sea for a direct-mail campaign; Abbott laboratories. J. N. Krohne. il Ptd Salesmanship 65 no 3:60-3 '35

ABERDEEN, South Dakota

Water supply

Aberdeen abandons wells for a treated surface supply; storage and diversion dams and a 4-m.g.d. treatment plant built with PWA funds. W. W. Matthews. il diag map plan Eng N 115:361-5 S 12 '35

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$25 a month for everyone; Evangelist Aberhart sweeps elections in Alberta. Business Week p24 Ag 31 '35

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Acids of pine oleoresin and rosin. S. Palkin. diag J Chem Educ 12:35-40 [bibliog p39-40] Ja '35

Über pyro- und hydroabietinsäuren. A. Greth. Angew Chemie 47:827-30 D 22 '34

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Characteristics of a group of development and research engineers. T. Spooner. Elec Eng 53:1571-6 D '34; Discussion. 54:757-60, 1017-18 Jl, S '35

Qualifications of a developmental engineer. M. A. Whiting. Gen Elec R 38:116-22 Mr '35

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ABILITY tests

Adjustment service. Bentley, J. H. 64p pa 15c American assn. for adult education, New York '35

Differential occupational ability patterns. B. J. Dvorak. 46p pa $1 Univ. of Minnesota press, Minneapolis '35

L'école prépare-t-elle nos enfants à trouver une situation? F. Mauvezin. Génie Civil 106:41-2 Ja 12 '35

Effect of practice upon intercorrelations of motor skills. C. E. Buxton and L. G. Humphreys. Science 81:441-2 My 3 '35

Entrance tests for graduate students in industrial arts education. W. L. Hunter. 58p [bibliog p58] Industrial arts dept, Iowa state college, Ames '34

Measurement of personality. L. M. Terman. Science 80:605-8 D 28 '34

Occupational ability patterns. A. F. Dodge. 97p [bibliog p95-7] $1.50 Teachers college '35

Predication of success in college; a handbook for administrators and investigators concerned with the problems of college admittance or guidance of college students. D. Segel. U S Office of Educ Bul 1934, no 15:1-98 [bibliog p91-8] '34

Pros and cons of employment tests. E. L. O'Rourke. System 63:582-3+ D '34

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Qualifications for trainmen and bus operators. R. W. Emerson. il Elec Traction 30:360-2 N '34

Research studies in individual diagnosis. D. G. Paterson, ed. Univ of Minnesota Employment Stabilization Research Institute Bul v 3, no 4:1-52 '34

Studies in articulation of high school and college, with special reference to the superior student. E. S. Jones, ed. 319p $2.25; pa $1.75 Univ. of Buffalo, Buffalo, New York '34

Test selected salesmen are successful. R. S. Schultz. Personnel J 14:139-42 O '35

Testing and the uses of test results. E. A. Lincoln and L. L. Workman. 317p $2 Macmillan '35

Types of tests for clerical employes; abstract. M. A. Bills. East Underw 36:10 O 4 '35

Use of tests in the adjustment service. G. L. Bergen, G. Schneidler and L. Sherman. 69p pa 50c American assn. for adult education, 60 E. 42d st, New York '35

Vectors of mind; multiple-factor analysis for the isolation of primary traits. L. L. Thurstone. 266p $4 Univ. of Chicago press '35

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ABITIBI power and paper company

Abitibi repaid bank loan. Pulp & Pa of Can 36:264 My '35

Bondholders to meet in Toronto. Paper Tr J 100:17 Ap 11 '35

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Hereditary brachydactylia and associated abnormalities in the rabbit. H. S. N. Greene. Science 81:405-7 Ap 26 '35

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Similarity between fasciations in plants and tumors in animals and their genetic basis. D. F. Jones. Science 81:75-6 Ja 18 '35

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Inorganic resins. E. Rosendahl. Oil Paint & Drug Rep 128:26+ O 21 '35

ABRAHAM Lincoln life insurance company

Appraisal now being made by Illinois bankers life of Monmouth. Nat Underw (Life ed) 38:6 D 7 '34

Important Illinois merger has now been consummated. Nat Underw (Life ed) 39:1+ F 22 '35

Reinsure Abraham Lincoln Life without policy liens. East Underw 36:9 F 22 '35

Underworld tries insurance racket; plot to loot Abraham Lincoln Life. Nat Underw (Life ed) 38:3 N 30 '34; Ins Field (Life ed) 63:5+ N 30 '34

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Heads National association of casualty and surety agents. por East Underw 36:41 O 18 '35

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Los Angeles abrasion machine for determining the quality of coarse aggregate. D. O. Woolf and D. G. Runner. il Pub Roads 16:125-33 S '35

Reducing abrasion by compound contact pieces. S. Saito and N. Yamamoto. il Metal Prog 27:52-5 Je '35

Temperature of abrasion in knitted fabrics. W. Davis and G. H. Buckley. Textile Inst J 26:T71-6 F '35

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Abrasive cutting-off turns minutes into seconds; dry and submerged methods. H. G. Robinson. il Mach 41:393-8 Mr '35

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Boron carbide; a new crystalline abrasive. H. Moissan. Can Chem & Met 18:241 N '34

Campbell horizontal wet abrasive cutting unit. il Steel 96:62 F 18 '35

Electric heat essential in the abrasive industry. H. A. Hands. il Edison Elec Inst Bul 3:173-4 My '35

Fly ash cleans turbine blades well and economically. Comp Air M 40:4784 Jl '35

Impact abrasion hardness of molded boron carbide and of some cemented tungsten and tantalum carbide. L. H. Milligan and R. R. Ridgway. Electrochem Soc Trans 68 (preprint 34):453-8 O '35

Method of comparing the hardness of electric furnace products and natural abrasives. C. E. Wooddell. bibliog il Electrochem Soc Trans 68 (preprint 30):393-410 O '35

New abrasives and grinding wheels for new cutting tools. il Iron Age 136:235+ S 5 '35

Next to diamonds; hardest material ever made by man; Norbide. Business Week p12 N 24 '34

Norbide—a real rival of the diamond. R. R. Ridgway. il Comp Air M 39:4605 D '34; Same. Power Pl Eng 39:246-7 Ap '35

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Testing

Influence of particle size, shape, aggregation, and hardness on the abrasiveness of fine powders. M. L. Smith. il diag Soc Chem Ind J 54:269T-75T Ag 23 '35

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Near absolute zero. J. G. Crowther. il Sci Am 151:300-2 D '34

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Absorption. A. Newton. Inst Pet Tech J 21:75-81; Discussion. 81-8 F '35

Absorption of ethylene by solid cuprous chloride. H. Tropsch and W. J. Mattox. Am Chem Soc J 57:1102-3 Je '35

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Absorption of water by linen; fabrics. M. H. Preston and J. A. Matthew. diags Textile Inst J 25:P371-90 D '34

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Determination of water and hydrogen sulfide in gas mixtures. F. Fraas and E. P. Partridge. diag Ind & Eng Chem Anal ed 7:198-9 My 15 '35

Development of a definite procedure for the determination of Kunberger foulings. G. E. Seil, H. A. Heiligman and A. Grabill. il Am Gas J 141:33-4+ D '34

Einrichtungen und arbeiten des apparatebau-laboratoriums der Technischen hochschule Karlsruhe. E. Kirschbaum. il Chemische Fabrik 7:465-6 D 26 '34

Factors affecting entrainment in bubble-cap columns; kerosene-air and water-air. W. T. Pyott, C. A. Jackson and R. L. Huntington. bibliog il diag Ind & Eng Chem 27:821-5 Jl '35

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New investigations in absorption refrigeration. B. H. Jennings. bibliog il diags Refrig Eng 30:87-93 Ag '35

Reduction of the acidity of chamber plant exit gases by an intermediate water wash. N. J. Price and A. Dooley. bibliog Soc Chem Ind J (Chem & Ind) 54:181-4 Mr 1 '35

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Absorption of sunlight by the earth's atmosphere in the remote infrared region of the spectrum. A. Adel, V. M. Slipher and E. F. Barker. bibliog il Phys R 47:580-4 Ap 15 '35

Are the formulae for the absorption of high energy radiations valid? J. R. Oppenheimer. Phys R 47:44-52 Ja 1 '35

Measurement of the X-ray absorption coefficient of xenon. T. N. White. diag Phys R 46:865-7 N 15 '34

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Radiation and absorption of energy by tungsten filaments at low temperatures. I. Langmuir and J. B. Taylor. diag Opt Soc Am J 25:321-5 O '35
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Abstracting service for technique in biological microscopy. H. J. Conn. Science 82:12 Jl 5 '35
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Exhibit of minerals. Science 81:221 Mr 1 '35
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Fourth award of the Joseph Leidy medal. Science 80:499 N 30 '34

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ADVERTISEMENTS, Pictorial

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Dizzy pitches for Grape-nuts. Ptr Ink 170:69 F 21 '35

Grape-nuts uses Dizzy Dean in comic strip campaign. il Sales Management 36:388 Ap 1 '35

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Letter to bystander from Tin Ear. il Adv & Sell 25:30 Ag 29 '35

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Field's fashion mailing looks like late news; letter from buyer with fashion sketches. Ptd Salesmanship 65 no 3:80-1 '35

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Four million picks its pictures. D. Uptegrove. il Adv & Sell 25:28+ Je 6 '35

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Public projects a source for direct-mail ideas; Associated Oil takes bridges for copy theme. il Ptr Ink 170:114-16 F 14 '35

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Too true to type. D. Gridley. il Ptr Ink 172:64-7 Ag 15 '35

Watch the camera! S. H. Birchall. il Adv & Sell 25:30-1+ O 24 '35

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Experiments in small space. R. Giles. Ptr Ink 170:27-8+ Mr 21 '35

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Heatherbloom petticoats; careless converters defeated advertising of progressive fabric maker. A. Wineburgh. Ptr Ink 169:57-8 D 6 '34

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Move your merchandise! K. M. Goode. 181p Greenberg, New York '35

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When Bull Durham shocked Fifth avenue. A. Wineburgh. Ptr Ink 169:73-4 N 29 '34

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Why 1935 will be big year for advertising; new loyalties. A. B. McIntire. Ptr Ink 170:7, 10+ Ja 17 '35

Why they don't buy; seventy reasons why sales are sidetracked. A. M. Howe. Ptr Ink 172:7+ Jl 4 '35

See also

Advertisements
Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Business
Catalogs
Color in advertising
Community advertising
Containers
Copyright—Advertisements
Electric signs
Employment systems—Advertising aids
Government advertising
House organs
Merchandizing
Moving pictures in advertising
Municipal advertising
Political advertising
Posters
Premiums (merchandizing)
Printing trade—Advertising service
Radio advertising
Safety advertising
Sales letters
Show windows
Slogans

also subdivision Advertising under special subjects, e.g.

Anniversaries
Automobile industry and trade
Building trades
Chain stores
Dentists
Department stores
Electric industries
Food industry and trade
Gas industry
Insurance
Insurance agents
Motor bus lines
Physicians
Printing trade
Products, New
Public utilities
Railroads
Retail trade
Street railroads
Technical products
Telephone companies
Textile industry

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Children, Appeal to

Age groups of children. E. E. Grumbine. il Ptr Ink Mo 30:28-30+ Mr; 34+ Ap '35

Chicago children act as judges of Hydrox ice cream corp. contest. il Sales Management 36:543 Ap 20 '35; Ptr Ink 171:69 Ap 25 '35

Color appeal to children. il Adv & Sell 25:56 S 12 '35

Cutouts for children; unusual package ideas. il Ptr Ink 171:56-8 My 9 '35

Day's sales, day's output; children's clubs promote and increase business of retail representatives of Beacon Falls rubber footwear and Bausch & Lomb. il Ptr Ink Mo 31:46, 48 S '35

Major league baseball parties for kids—our best sales stunt; Economical-Cunningham drug stores, Detroit. N. S. Shapiro. il Sales Management 37:113+ Ag 1 '35

ADVERTISING—Children, Appeal to—*Continued*

Sealright's child campaign. Ptr Ink 170:77 Ja 24 '35

See also
Advertising cut-outs

College students, Appeal to

Cups on the campus. Ptr Ink 170:41 Ja 3 '35

Continuity

1917 prescription to strengthen 1935 linage. R. Owsley. il Adv & Sell 25:26+ Je 6 '35

See also
Advertising appropriations

Copy

See Advertising copy

Cost

792,282 inquiries; variations in costs and what elements make advertisements pull. Ptr Ink 169:79-80+ D 13 '34

Dealer cooperation

Advertising-aids. E. E. Irwin. Ptr Ink 169: 80-2+ N 29; 52-3+ D 13; 58+ D 27 '34

Alice in Thunderland; lamp salesman extraordinary! General electric company uses novel easel to merchandise its advertising to the trade. C. W. Maedje. il Ptd Salesmanship 65:22-4 Mr '35

All plain to the retailer; Selby shoe company consumer contest. Ptr Ink 173:90-1 O 10 '35

Armour gives a break to others' products; wins sales, goodwill. L. B. Colby. il Sales Management 37:528+ N 1 '35

Big volume sales. M. M. Murphy. il Am Business 5:16-17+ Ag '35

Bunk about consumer demand; by a department store merchandise manager. il Adv & Sell 25:22+ Ag 15 '35

Dealer advertising set-up; Seiberling rubber company. R. W. Palmer. Ptr Ink 171:39-40+ Je 27 '35

Dealer support for contests; Palmolive trip-to-Europe contest. B. F. Berfield. il Ptr Ink 171:53-4+ Je 6 '35

Dealers' advertising test boosts sales. Ptr Ink Mo 30:67 F '35

Fashion Park sets out to make national copy work for dealers. Sales Management 36: 624 My 15 '35

Hitch your wagon to our national advertising. E. E. Irwin. Ptr Ink 170:67-8+ Ja 3 '35

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Philco sales top record with revamped advertising policy. il Sales Management 36:133-4 F 1 '35

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See also
Show cards

Dealers, Appeal to

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Dealers don't know products. C. B. Larrabee. Ptr Ink 170:15-17, 20 F 21 '35

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Displays aid personal selling; how to use them effectively is one theme stressed by this canner in business-paper advertising. W. H. Patton. Ptr Ink 173:49, 53-4 O 10 '35

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Fighting fickle fashion; restoring patent leather to favor. E. Peterson. Ptr Ink 170: 55+, 58-60 Mr 28 '35

G-E boards the bandwagon. E. E. Irwin. Ptr Ink 169:77-8, 80-3 N 22 '34

Here's your sample; how samplers-by-mail phrase their accompanying letters. E. E. Irwin. Ptr Ink 171:29+ Je 27 '35

In sales as in bridge—the dealer has first bid. W. J. Weir. Ptr Ink 172:76+ S 5 '35

Letters build profits; Quaker City rubber company. F. C. Millhoff. il Ptr Ink 170:87, 90 Ja 10 '35

Letters that sell; to get new outlets, to introduce new lines. il Ptr Ink Mo 29: 58-60 D '34

Littlest copy writer and the Chicken Maryland. B. Bliven. Ptr Ink Mo 30:25-6+ Je '35

No substitution here; Mule-hide trademark and good-will are protected by advertising. T. Lehon. il Ptr Ink 172:37, 40-1+ S 26 '35

ADVERTISING—Dealers, Appeal to—*Continued*

Sales stoppers in letters; some words, phrases and tricks that put brakes on selling arguments in dealer communications. B. F. Berfield. Ptr Ink 170:87-8+ F 7 '35

Sales to dealers through trade papers. Ptr Ink Mo 31:70-1+ S '35

Sixteen mail campaigns to dealers. il Ptr Ink Mo 31:84-6, 88-90, 92-4 N '35

Too few dealer appeals; business-paper advertisers overlook some of best angles. C. B. Larrabee. il Ptr Ink 170:37, 40-1+ Ja 31 '35

We write to introduce; sales letters may serve as introductions for new products and new merchandising ideas. E. E. Irwin. Ptr Ink 171:72-4+ My 16 '35

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How advertising has served public good. J. W. Young. Ptr Ink 171:36, 40-1+ My 2 '35

Professors and advertising; discussion over Bradbury article. H. H. Black. Ptr Ink 171: 68-9 Je 20 '35

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What advertising really is. H. F. Barnes. Ptr Ink 170:43-4+ Mr 21 '35

Why advertising is capital investment. A. Wineburgh. Ptr Ink 171:63-4+ My 2 '35

Why advertising really is an economic tool. R. S. Durstine. Ptr Ink 169:7+ N 29 '34; Adv & Sell 24:24-5+ D 6 '34

Engineers, Appeal to

What to tell the engineer; Climax molybdenum company. C. M. Loeb, jr. il Ptr Ink 170:25-7 Ja 3 '35

Failures

Mother's friend. A. Wineburgh. Ptr Ink 170: 84 Ja 31 '35

When advertising fails; fifteen stories of poor follow-up and faulty co-relation with selling. C. Norton. Ptr Ink 170:7+ F 14 '35

Family of products

Cross advertising; how the package can be used to feature other products in the manufacturer's line. il Ptr Ink 171:40-1+ Ap 25 '35

Cross advertising on container caps; Kraft-Phenix products. il Ptr Ink Mo 31:21 Jl '35

Displaying family of products. il Ptr Ink Mo 29:24-5+ D '34

Family pattern; United States gypsum company. Ptr Ink 170:12 Mr 14 '35

Lucky Strikes plus. B. A. Grimes. Ptr Ink 170:17-18 F 28 '35

Postscript advertising; often what seems to be casual afterthought does selling job in spreading line. B. F. Berfield. Ptr Ink 170: 38, 40-1 F 28 '35

Farmers, Appeal to

Ads and testimonials sell electric pumping. il Elec West 74:32 Ap '35

Centennial Mills tilts ad budget as Pacific coast farmers prosper. Sales Management 36:77+ Ja 15 '35

Farm papers and spot radio reach farmers for mantle lamp; well chosen dealers stick. B. S. Presba. Sales Management 36:138 F 1 '35

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Two sales approaches to the 1935 farm market. C. M. Wilson. Adv & Sell 24:30+ F 14 '35

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Drives for NHA business; Hoffman specialty company. Ptr Ink 169:93 N 22 '34

Gears copy to FHA program; Warren telechron company. W. K. Opdyke. il Ptr Ink 171:45+ Je 27 '35

G-E building drive. Ptr Ink 171:82 My 30 '35

Home building starts afresh; G-E and FHA push models. maps Sales Management 36: 724+ Je 15 '35

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Seven-key dealer program; time-payment financing in Ruberoid campaign. R. G. McCoy. il Ptr Ink 173:65-6+ O 10 '35

Industries, Appeal to

Direct mail and salesmen; Detroit graphite company campaign to industrial prospects. Ptr Ink 172:82+ S 5 '35

How industrial advertisers use direct-mail to help recovery. W. I. Brockson. Ptd Salesmanship 65:18-20+ Mr '35

How Timken advertises the hidden product. R. P. Brown. il Ptr Ink 169:15-18+ D 6 '34

In industrial space buying—biggest job is appraisal of editorial values. W. H. Schink. Ptr Ink 172:15-17 S 12 '35

Mikah's miniatures; National adhesives corporation. il Ptr Ink 173:36 O 24 '35

Quota: 15 customers; Coppus engineering corporation intensified on one selling point for air filters. E. Kundig. il Ptr Ink 172:17, 20-1+ S 19 '35

Returns on industrial direct mail. E. J. Heimer. Ptr Ink Mo 30:14 My '35

Selling over buyer's head; demand is built for industrial product with prospect's customers; Givaudan-Delawanna aromatics. R. A. Engel. il Ptr Ink 170:77-81 Ja 31 '35

Showmanship in industrial advertising. Adv & Sell 25:40 O 24 '35

Space—and advertising, by an industrial advertising man. il Ptr Ink 170:72-4+ F 21 '35

Inquiries

Coupon trends; study of returns from advertising of four products during five depression years. H. J. Rudolph. Ptr Ink Mo 31:19-20+ Jl '35

How 191 companies handle inquiries. il Ptr Ink Mo 31:70-4+ O '35

Position and pulling power; newspaper study. C. D. Benner. Ptr Ink 172:25, 28-9 Ag 8 '35

Preferred prospects; two fish companies limit booklet distribution. Ptr Ink 171:80-1 Je 6 '35

792,282 inquiries; variations in costs and what elements make advertisements pull. Ptr Ink 169:79-80+ D 13 '34

Telephones steal a lap on coupons. W. T. Laing. Adv & Sell 25:26 S 26 '35

Testing with inquiries. W. T. Laing. Ptr Ink 171:77+ Ap 11 '35

Tests prove profitable; International correspondence schools. P. V. Barrett. Ptr Ink Mo 31:30+ S '35

What should salesmen expect from advertising? J. Caples. Adv & Sell 26:27+ N 7 '35

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Follow-up systems

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Jobber cooperation

Philco sales top record with revamped advertising policy. il Sales Management 36:133-4 F 1 '35

Secured jobber cooperation with mail; Rochester manufacturing co. il Ptr Ink Mo 31: 86 N '35

Stub pencils in hand—garage mechanics write of their devotion to pet tools and create circulation for house magazine. Ptr Ink 173:93-4, 96 N 7 '35

Jobber helps

Helped jobbers sell; Perfect circle company mailing pieces. il Ptr Ink Mo 31:90 N '35

Jobbers, Appeal to

Direct-mail cards for G.E. distributors' salesmen prove sales value of a smile. A. R. Barkley. il Ptd Salesmanship 64:268-9 F '35

Jobber barons; how to win them. K. Cloud. Adv & Sell 24:34 Ja 31 '35

Letters that sell; new business from jobbers. Ptr Ink Mo 29:66-7 D '34

Laws and regulations

Advertiser requires insurance department certificate. Weekly Underw 132:390 F 23 '35

Advertising law for foods. C. W. Dunn. Ptr Ink 169:65 N 29 '34

Advertising supervision asked by Federal trade commission in hearing on Copeland food-drug bill. Oil Paint & Drug Rep 127: 25+ Mr 18 '35

Agency pay kept secret; manufacturers get this concession from SEC. Ptr Ink 171:12 My 2 '35

Battle looms over use of President's picture in advertising. Sales Management 36:47 Ja 1 '35

Bottlers in bonds; FACA regulations extend labeling requirements to liquor advertising. Business Week p8 Ja 19 '35

False liquor advertising. Ptr Ink 170:20+ Ja 24 '35

Farmer's Guide suit; its relation to advertising. I. W. Digges. Ptr Ink 169:65-6+ D 13 '34

Fights advertising ban on dentists. Ptr Ink 170:12 Mr 28 '35

Jersey's dental battle; dentist defies state act. E. Peterson. Ptr Ink 169:85-6+ D 6 '34

Liquor advertising rules up. Ptr Ink 169:25-6 N 29 '34

My bill and your business. R. S. Copeland. Adv & Sell 24:19-21 Ja 31 '35

New Illinois advertising law. Ptr Ink 172: 60 Jl 11 '35

New regulations promote truth in liquor advertising. Sales Management 36:132 F 1 '35

New securities rules; greater latitude in newspaper and magazine copy. Ptr Ink 171:45+ My 9 '35

Premium advertising and the law. C. W. Dunn. Ptr Ink Mo 29:42+ D '34

Publishing and the Securities act. J. K. Lasser. Adv & Sell 24:32 Ja 3 '35

Regulation of outdoor advertising upheld in Massachusetts court decision. Pub Roads 16:12-14 Mr '35

Revised S. 5 as seen by one who helped make it. C. W. Dunn. Ptr Ink 170:32-3+ F 21 '35

Right to be let alone; its part in advertising. N. Levy. Ptr Ink 172:68, 71-4 Jl 18 '35

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S.5's advertising section. C. W. Dunn. Ptr Ink 170:48-9, 52 Mr 7 '35

Voluntary vs. compulsory censorship. R. W. Johnson. Ptd Salesmanship 64:237-9 Ja '35

Walsh bill would give Trade commission powers to condemn misleading advertising of all products. Ptr Ink 171:25+ Je 6 '35

What does the food and drug administration expect from S-5? Sales Management 37: 32-3 Jl 1 '35

What food and drug bills say about false advertising. Sales Management 36:132 F 1 '35

When ideas are property; common law rights. I. W. Digges. Ptr Ink 172:7+ Ag 8 '35

Why advertising must have a new food and drugs law. H. A. Wallace. Adv & Sell 24: 19-21 N 22 '34

See also
Advertising, Fraudulent

Localization

Advertising in your own front yard; what home-town market offers in sales or institutionally. A. Glim, pseud. Ptr Ink 170:74-6 Ja 3 '35

National advertising goes local. S. Carter. il Ptr Ink Mo 30:52+ Ja '35

Watch your market as well as your copy. J. W. Barndollar. il Adv & Sell 25:25+ Ag 29 '35

Market selection

Pigeons and peanuts; advertisers must choose markets. L. E. McGivena. Adv & Sell 24: 36+ D 6 '34

Watch your market as well as your copy. J. W. Barndollar. il Adv & Sell 25:25+ Ag 29 '35

Negroes, Appeal to

Makers of Joe Louis products start harvest in Negro markets. L. M. Hughes. Sales Management 37:324+ O 1 '35

Physicians, Appeal to

Advertising to professional men—and getting results. A. R. Hopper. il Ptd Salesmanship 64:186-7+ D '34

Professional booklets with human interest; Pitman-Moore company, manufacturer of biological products. il Ptr Ink Mo 31:76 N '35

Planning

Bank's public appearance; advertising. W. D. Kennedy. Banking 28:13-15 O '35

Shooting the works. C. A. Bates. il Adv & Sell 25:38 S 26 '35

Prize contests

All plain to the retailer; Selby shoe company consumer contest. Ptr Ink 173:90-1 O 10 '35

Amateur ad writer produces fine copy; wins contest. East Underw 36:10 Ap 12 '35

Amos 'n' Andy contest. Ptr Ink 170:32 Ja 31 '35

Arco packages house heating; runs contest to get buyers. il Sales Management 37:221 S 1 '35

Burma-shave's road signs. C. M. Odell. Ptr Ink 172:14 Jl 11 '35

Chicago children act as judges of Hydrox ice cream corp. contest. il Sales Management 36:543 Ap 20 '35; Adv & Sell 24:56 Ap 11 '35; Ptr Ink 171:69 Ap 25 '35

Consumer contest; newspaper advertising program in twenty cities offers prizes to bring out brand preferences. Ptr Ink 171:38 Ap 4 '35

Consumer letter contest was profitable in Minneapolis sale of gas stoves. E. J. Boyer. Gas Age 76:172-3 Ag 31 '35

Contest benefits for dealers. B. F. Berfield. Ptr Ink 171:37-9 My 30 '35

Contest craze. Business Week p 14-15 Mr 9 '35

Contest follow-up; Mohawk offers premium to 52,000 entrants. il Ptr Ink 172:44-6 Ag 29 '35

Contest in reverse; brewery challenges critics to say why they don't like ale. il Ptr Ink 172:64 Jl 4 '35

Contest uses reverse play; Flako products corp. Ptr Ink 169:95 N 22 '34

Dealer support for contests; Palmolive trip-to-Europe contest. B. F. Berfield. il Ptr Ink 171:53-4+ Je 6 '35

Do consumer contests attract new customers —and hold them? Sales Management 37: 202-3 S 1 '35

Feathering 31,000 nests; Better homes & gardens contest. il Sales Management 36: 234-5 F 15 '35

55 consumer contests. D. Gridley. Ptr Ink Mo 30:42, 45-6 Mr '35

ADVERTISING—Prize contests—*Continued*

Furniture placement contest. System 64:28 Ja '35

Good and bad results of ten famous contests. J. Caples. il Adv & Sell 25:28-9+ My 9 '35

Grocers sell cars; contests help both Seminole and Hupmobile. il Sales Management 36:626-7 My 15 '35

Guessing contest highlight of refrigeration campaign; Metropolitan utilities district, Omaha. il Am Gas J 142:44 Mr '35

Heinz's guessing game. Ptr Ink 172:58 Ag 15 '35

Housewife looks at contests. C. G. Harder. Adv & Sell 24:42 F 14 '35

How to conduct prize contests to secure testimonial letters. J. Caples. Adv & Sell 25:32+ Je 6 '35

How to use advertising contests to increase sales. J. Caples. il Adv & Sell 24:23-5+ Ap 11 '35

Kroger's contest—bread to code to coffee. il Adv & Sell 24:38 F 14 '35

Major league baseball parties for kids—our best sales stunt; Economical-Cunningham drug stores, Detroit. N. S. Shapiro. il Sales Management 37:113+ Ag 1 '35

Meat tells its story; close point-of-sale tie-up features industry's market by market cooperative program. Ptr Ink 170:45-6 F 7 '35

Million new uses; contest brings suggestions to Seminole paper company. il Ptr Ink 169:27-8 N 29 '34

More reports on famous advertising contests. J. Caples. il Adv & Sell 25:23+ My 23 '35

$100,000 for 10,000 prize contest winners. Adv & Sell 24:38, 40 Ja 17 '35

Palmolive closes one contest; plans another. il Adv & Sell 25:44 Jl 18 '35

Prizes indirect; Crosse & Blackwell. Ptr Ink 173:12 O 10 '35

Radio contests; duration, prizes, nature of competition, etc. Ptr Ink 170:55, 58-60 F 21 '35

Repeat sales; parcheesi prize-a-month jingle contest. L. K. Anderson. il Ptr Ink 171:56-7 Ap 18 '35

Rules to follow in planning your contest. J. Caples. il Adv & Sell 24:20-1, 42 Ap 25 '35

Seminole contest. Ptr Ink 170:12 Ja 24 '35

Stub pencils in hand—garage mechanics write of their devotion to pet tools and create circulation for house magazine. Ptr Ink 173:93-4, 96 N 7 '35

Westinghouse contest licks summer slump in refrigerator sales. Sales Management 37:278 S 15 '35

Professions, Appeal to

Sunkist aids science—now doctors and dentists help sell oranges. W. B. Geissinger. il Sales Management 36:269+ Mr 1 '35

Psychology

Applied psychology for advertisers. A. P. Braddock. 236p [bibliog p235-6] 7s 6d Butterworth & co, London '33

Editor on humanity. M. Goddard. Ptr Ink 173:72 O 10 '35

Letters as salesmen; eleven psychological principles. H. D. Shaw. Ptr Ink 169:59-60+ N 22 '34

Significance of change in cigarette preference. H. C. Link. Adv & Sell 25:27+ Je 6 '35

What makes advertising go? M. Z. Kaufman. Adv & Sell 24:40 Ja 31 '35

What makes people buy. D. A. Laird. 237p $2.50 McGraw-Hill '35

See also

Advertising research

Rates

A, B, C schedules for large newspaper users. J. F. Quick. Ptr Ink 171:67-8 My 2 '35

Costly duplication shown in use of local rate. C. W. Lawr'e. Ptr Ink 170:58-9+ F 28 '35

Making up A,B,C schedules for newspapers. M. Hacker. Ptr Ink 171:49-50+ Ap 25 '35

National copy at local rates. Business Week p24-5 Mr 16 '35

Newspaper rate problem as agencies see it. J. Benson. Ptr Ink 171:28, 33-6+ Ap 18 '35

One rate for all! Ptr Ink 170:25-7 F 28 '35

Profit in national rate; Brunswick-Balke-Collender company advertises free billiard lessons locally. A. M. Howe. Ptr Ink 170:7, 10+ Ja 31 '35

Publishers' problems; Audit bureau of circulations annual meeting. Business Week p20-1+ O 19 '35

Reviewing the question of uniform newspaper rates. J. T. Fitzgerald. Adv & Sell 24:42 Ja 31 '35

Study rate differential; newspaper advertising executives appoint fact-finding committee. Ptr Ink 171:51-2 Je 20 '35

Why national rate is best. Ptr Ink 171:49, 52-3 Ap 11 '35

Why national rate is best for general advertiser. A. M. Howe. Ptr Ink 169:7, 10, 83-5 D 27 '34

You're another! national-local rate differential fuss is space buyers' fault; by a newspaper promotion manager. Ptr Ink 170:15-17 F 7 '35

See also

Radio advertising—Rates

Returns

One small advertisement; produces steadily increasing sales volume for $10 grinder. A. T. Dalton. il Ptr Ink 172:15-17, 20-1 Ag 29 '35

Story of bank growth; Pittsburgh survey. I. C. Miller. Ptr Ink 172:33+ Jl 25 '35; Same. Bankers M 131:320-3 S '35

When advertising is read; danger of making superficial judgments on pulling power. A. Wineburgh. Ptr Ink 170:77+ Mr 7 '35

See also

Advertising—Inquiries

Advertising, Mail—Returns

Schedules

Direct-to-prospect campaign lifts Prestone sales. L. M. Hughes. Sales Management 35:508-9 N 15 '34

Making up A,B,C schedules for newspapers. M. Hacker and others. Ptr Ink 171:49-50+ Ap 25; 67-8 My 2; 17-20 My 9; 77-8 My 16; 33+ My 23; 43-4+ My 30 '35

1917 prescription to strengthen 1935 linage. R. Owsley. il Adv & Sell 25:26+ Je 6 '35

Statistics

Advertising. Published in monthly numbers of Survey of current business

Advertising activity and bank debits; measures of business volume. L. D. H. Weld. charts Ptr Ink Mo 31:56, 59+ N '35

Advertising activity and freight car loadings. L. D. H. Weld. Ptr Ink Mo 31:45-6 Jl '35

Advertising activity and the stock market. L. D. H. Weld. Ptr Ink Mo 31:55, 58 O '35

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Advertising index and industrial activity; since 1932 advertising has lagged behind. L. D. H. Weld. chart Ptr Ink Mo 30:40, 43 Ap '35

Advertising; radio broadcasting, magazine and newspaper advertising; annual averages, 1932-1934. Survey of Cur Business 15:58 Ap '35

January magazine advertising, 1933-1935. Ptr Ink 170:124, 126, 128 Ja 10 '35 [cont monthly]

Magazine advertising; individual appropriations of 211 companies in 109 media during 1934. Ptr Ink 170:81-3, 86 Ja 10 '35

Magazine and radio expenditures. Sales Management 36:107 Ja 15 '35 [cont monthly]

Major advertising gained 24% in '34. Sales Management 36:158 F 1 '35

ADVERTISING—Statistics—*Continued*

National advertising linage. Adv & Sell 24:28 Ja 3 '35 [cont monthly]

National advertising linage; volume totals for 1934. Adv & Sell 24:30 Ja 31 '35

Newspaper advertising and department store sales; seasonal variation plotted for year. L. D. H. Weld. Ptr Ink Mo 30:42+ Je '35

Newspaper advertising during 1934. Ptr Ink 171:12 Je 6 '35

P. I. advertising index. L. D. H. Weld. Ptr Ink 170:16-17+ Ja 10 '35

P. I. advertising index; farm-paper linage. L. D. H. Weld. chart Ptr Ink 170:54-5 Ja 31 '35 [cont monthly]

P. I. advertising index; figures on general index and five different media by months 1922-1935. L. D. H. Weld. Ptr Ink 171:85-6, 88, 90 My 9 '35

P. I. advertising index; further explanation. L. D. H. Weld. Ptr Ink 172:62-4+ Jl 11 '35

P. I. advertising index; general index of advertising activity. L. D. H. Weld. chart Ptr Ink 170:52-3 F 14; 56-8 Mr 7; 79-80 Mr 28; 171:84-6 Ap 25 '35 [cont monthly]

P. I. advertising index; magazine linage. L. D. H. Weld. chart Ptr Ink 170:32-3 Ja 17 '35 [cont monthly]

P. I. advertising index; newspaper linage. L. D. H. Weld. chart Ptr Ink 170:60-1 Ja 24 '35 [cont monthly]

P. I. advertising index; outdoor advertising. L. D. H. Weld. chart Ptr Ink 170:57, 63 F 7; 56-8 Mr 7; 79-80 Mr 28 '35 [cont monthly]

P. I. advertising index; radio advertising. L. D. H. Weld. Ptr Ink 170:57-8+ F 7; 63 F 28; 92, 94 Mr 21 '35 [cont monthly]

Radio versus space volumes. P. Frank. Adv & Sell 25:22, 40+ Ag 29 '35

Seasonal changes in advertising; peaks and valleys have varied contours for different media. L. D. H. Weld. Ptr Ink Mo 30:16-17+ Mr '35

Seasonal fluctuations in advertising. L. D. H. Weld. Ptr Ink Mo 31:24+ Ag; 37-8 S '35

300 largest advertisers in newspapers for 1934; linage gains over 1933. Ptr Ink 170:77-8+ F 28; 97-8+ Mr 7; 87+ Mr 14; 83-4 Mr 28 '35

See also
Advertising, Mail—Statistics
Advertising appropriations

Stockholders, Appeal to

Shareholders as friends; Swift & company. J. E. Corby. Ptr Ink 172:15-17+ Ag 1 '35

Stockholders as prospects. Ptr Ink 172:70-1 Jl 4 '35

Taxation

Sales tax and advertising; New York city's experience of interest to entire country. Ptr Ink 169:25 D 27 '34

See also
Advertising agencies—Taxation

Testing

See Advertisements—Testing; Advertising, Mail—Testing; Advertising campaigns—Testing

Waste

Wasteful advertising. T. Cumings. Ptr Ink 172:12 Ag 8 '35

Watch your market as well as your copy. J. W. Barndollar. il Adv & Sell 25:25+ Ag 29 '35

Women, Appeal to

Advertising for the Englishwoman: a comparison. V. Middleton. il Adv & Sell 24:28+ N 22 '34

Are married men best? A. J. Landau. Adv & Sell 24:42 D 20 '34

Exit, Pinaud's barber; products go feminine in sales appeal. il Sales Management 36:139 F 1 '35

How 10,000 housewives rate drug, cigarette and auto ads. Sales Management 37:148-9+ Ag 15 '35

How 10,000 housewives rate grocery products advertisements. Sales Management 37:58-9+ Jl 15 '35

Men in women's advertising. F. T. Rowe. il Adv & Sell 25:27+ My 9 '35

Radio merchandising to women. I. Phillips. Ptr Ink Mo 31:26+ S '35

Survey among 10,000 housewives shows food advertising most liked, drug advertising most questioned. Sales Management 36:678-80+ Je 1 '35

10,000 women tell why they dislike certain advertisements. Sales Management 36:722-3, 756-7 Je 15 '35

What kind of advertisements do women like? il Sales Management 37:10-11+ Jl 1 '35

What the women like and dislike about radio. Y. Mero-Irion. Ptr Ink 170:66-8+ Mr 21 '35

Woman's leisure time. W. H. Mullen. Ptr Ink 170:45+ Ja 17 '35

Yearbooks

Advertising production yearbook. J. Spielvogel, ed. $5 Colton press, 114 E. 32d st, New York '34

Young people, Appeal to

Advertising for future markets. G. Shepherd. Adv & Sell 26:32+ N 7 '35

See also
Advertising—Children, Appeal to

Argentina

Advertising methods in Argentina. U S Bur For & Dom Com Trade Information Bul 828:1-24 '35

Brazil

Advertising and the Brazilian market. Adv & Sell 24:58 Ap 11 '35

Germany

Germans only; German Supreme court ruling in favor of discriminatory advertising against foreign competitors. Business Week p32 Jl 13 '35

Nazi advertising. Business Week p36 Mr 2 '35

Great Britain

Advertising for the Englishwoman: a comparison. V. Middleton. il Adv & Sell 24:28+ N 22 '34

English and American advertising; a comparison of advertising technique and qualities. A. E. Hobbs. il Adv & Sell 24:33, 46+ Ap 11 '35

United States

Consul looks at advertising. W. Keblinger. Ptr Ink 170:24 Ja 17 '35

English and American advertising; a comparison of advertising technique and qualities. A. E. Hobbs. il Adv & Sell 24:33, 46+ Ap 11 '35

ADVERTISING, Association

Aggressive English millers. Ptr Ink 172:66 S 19 '35

And now the gas pump. il Ptr Ink 170:77+ F 14 '35

Banker! speak out! cooperative advertising urged. R. E. Doan. Bankers M 131:121-8 Ag '35; Discussion. 131:265-8, 396-9, 519-20 S-N '35

Cooperative advertising for U. S. brewers' association. Adv & Sell 24:36 Ap 11 '35

Essentials of sales-making group campaigns. P. S. Armstrong. Ptr Ink 172:53-4, 56-7 Ag 15 '35

First ad in Brazil nut campaign wipes out one year's supply. Sales Management 35:578 D 1 '34

$5,000,000 coffee campaign. Ptr Ink 172:14 Jl 4 '35

How association promotes sales for members; Portland cement association promotes concrete houses. H. O. Hayes. il Ptr Ink 170:61, 64-6 Ja 10 '35

Larger flower campaign. Ptr Ink 170:20 F 7 '35

ADVERTISING, Association—*Continued*

Meat tells its story; close point-of-sale tie-up features industry's market by market co-operative program. Ptr Ink 170:45-6 F 7 '35

Million for Sunkist. il Ptr Ink 172:20 Jl 18 '35

NRA and group advertising; trade association experts discuss industry promotion and its relationship to code authority control. Ptr Ink 170:53+ Mr 21 '35

Problem of kangaroo; advertising has cleaned up stock of tanners. E. B. Shays. il Ptr Ink 171:68+ Ap 11 '35

Radio as advertising media for banks and trust companies. Trust Companies 61:179-82 Ag '35

Radio as advertising media for trust companies; trust association programs. Trust Companies 61:291-6 S '35

Selling the cooperative campaign. A. P. Ames. Adv & Sell 24:24-5+ N 22 '34

Why group campaigns fail. Ptr Ink 172:37, 40+ S 5 '35

ADVERTISING, Cooperative

Co-operative advertising campaign on portable lamps announced by Mazda lamp manufacturers. Illum Eng Soc Trans 30:443-4 Je '35

Co-operative advertising proposed to build heating oil market. F. E. Spencer. Nat Pet N 27:15 Mr 20 '35

Cooperative gas advertising on the Pacific coast. A. C. Joy. il Am Gas Assn Mo 17:328-30 S '35

Danville and tobacco. il Ptr Ink 170:49+ Mr 21 '35

Essentials of sales-making group campaigns. P. S. Armstrong. Ptr Ink 172:53-4, 56-7 Ag 15 '35

Ford dealers clear used car jam with co-op advertising. il Sales Management 36:518+ Ap 20 '35

$450,000 railroad campaign, jointly sponsored by twenty-five transcontinental and western railroads. Ptr Ink 170:12 Mr 28 '35

How cooperative advertising helps Pacific G. & E. A. C. Joy. il Gas Age 76:237-40+ S 21 '35

In New England 250 laundries run joint newspaper campaign. Sales Management 36:674 Je 1 '35

Jacksonville M.D.'s unite to sell health and medical attention. il Sales Management 36:330 Mr 15 '35

Johns-Manville launches cooperative campaign to sell combined gas heating and home insulation. il Gas Age 76:391 O 26 '35

NRA; a piece of paper and a policeman's club; co-operative advertising is verboten. Ptr Ink 170:7-8+ Mr 7 '35

Retail druggists co-operate. Ptr Ink 171:88 My 16 '35

See also

Advertising, Association

Manufacturers and dealers

Advertising gimmes; an agent argues against co-operative campaign with dealers. Ptr Ink 171:85-6+ Ap 18 '35

Campaigns for dealers. Ptr Ink 170:82-3 Ja 31 '35

Co-operative advertising gets a hand; different from advertising allowances. W. A. Metzger. Ptr Ink Mo 30:40+ F '35

Cooperative newspaper advertising to back new Jayson shirt. il Sales Management 36:263+ Mr 1 '35

Is cooperative advertising a racket? M. M. Zimmerman. Adv & Sell 25:26+ My 9 '35

Johns-Manville puts brake lining ad budget in dealers' hands. il Sales Management 36:332 Mr 15 '35

See also

Advertising allowances

ADVERTISING, Direct

Mass plan defended. J. G. Kruss. Ptr Ink 170:72 Mr 7 '35

Placing advertising matter in rural route boxes. O. A. Brock. Ptr Ink 170:26 F 21 '35

Sells combined-ad plan to neighborhood merchants and doubles plant's volume. C. H. Cochrane. Inland Ptr 94:38 Ja '35

See also

Catalogs

Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Bankers get close to public. G. Edwards. Ptr Ink 171:73-4+ Je 27 '35

Council for moderation's test paves way for national campaign. Sales Management 37:328+ O 1 '35

For moderation; a ten-year drive for temperance to use many forms of advertising. il Ptr Ink 171:94-5 My 9 '35

Hog-calling and its cure. R. L. Philippi. Adv & Sell 25:34+ My 9 '35

Housing needs a champion. H. P. Daugherty. Ptr Ink 172:7+ S 19 '35

How products serve; Romance of business, broadcast by Erie advertising club, helps sell community on advertising. D. Allshouse. Ptr Ink 169:25-6 D 6 '34

Labor advertises "sorry." Ptr Ink 171:16 Je 13 '35

Let's sell our way out; build a background of public understanding. A. H. Little. Ptr Ink 171:7+ Je 20 '35

Margarine's battle to remove consumer prejudice. A. Brown. il Adv & Sell 24:34 Ja 17 '35

Molding public opinion. E. L. Bernays. il Adv & Sell 25:44+ S 12 '35

Seeks advertising drive on economic illiteracy. F. F. Brooks. Ptr Ink 172:78-80 S 12 '35

Selectmen report; in Vermont, they aim at beauty, clarity, and comprehensiveness. il Ptr Ink Mo 31:54 N '35

Selling over buyer's head; demand is built for industrial product with prospect's customers; Givaudan-Delawanna aromatics. R. A. Engel. il Ptr Ink 170:77-81 Ja 31 '35

Sells gas-saving; Chicago utility's campaign. Business Week p22 Je 29 '35

Snow, colder, high winds; advertisers build good-will under emergency conditions. D. Gridley. il Ptr Ink 170:64-5+ F 7 '35

Special pleading, bought and paid for. D. Gridley. il Ptr Ink Mo 30:22-4 My '35

Squibb combats world war threat with call to arms—for peace. L. M. Hughes. Sales Management 37:266+ S 15 '35

Squibb's peace program. Ptr Ink 172:62 S 12 '35

Strike is copy in Seattle. Ptr Ink 171:80 My 16 '35

Time of opportunity. R. Dickinson. Ptr Ink 171:26-8 Je 13 '35

To advertise chemistry; du Pont de Nemours & co. il Ptr Ink 172:82 S 26 '35

Wasteful stripping plants; advertising used to stop leakage of Panhandle gas. Ptr Ink 170:49-50 F 21 '35

What right to profits? A. H. Little. Ptr Ink 169:7+ N 22 '34

Who can win? unusual strike copy, White motor co. Ptr Ink 171:16 My 30 '35

Will broader gaged advertising copy recapture the fed-up consumer? J. A. Hovey. il Sales Management 35:610-11 D 15 '34; Discussion. F. L. Lippman. 36:148 F 1 '35

World peaceways launches big noncommercial drive. Adv & Sell 24:36 Ja 17 '35

See also

Advertising, Association

Advertising, Institutional

Government advertising

State advertising

ADVERTISING, Foreign

Advertising and the Brazilian market. Adv & Sell 24:58 Ap 11 '35

House magazines on export payroll. S. S. Strouse. il Ptr Ink Mo 30:54, 57-8 Mr '35

Selling the world; an export merchandising story: telling how Packard built international good-will and acceptance. B. C. Budd. Ptr Ink 169:25+ D 20 '34

ADVERTISING, Fraudulent

Science for sale; testimonials from professional men. T. S. Harding. il Ptr Ink Mo 30:36+ Mr '35

See also

Advertising—Laws and regulations

Advertising ethics

ADVERTISING, Government. See Government advertising

ADVERTISING, Indirect

Ætna's 1935 automobile show. il Ptd Salesmanship 64:277+ F '35

Complimentary copy; Standard oil company (Indiana) advertises cars. Ptr Ink 172:75 Jl 18 '35

Resultful indirect copy; du Pont advertising continuity for fabric line usually not sold to consumer. Ptr Ink 172:53 S 26 '35

See also

Advertising, Educational

ADVERTISING, Institutional

Advertising in your own front yard; what home-town market offers in sales or institutionally. A. Glim, pseud. Ptr Ink 170:74-6 Ja 3 '35

Basic ability; institutional campaign, Standard oil company of Indiana. il Ptr Ink 171:64-5 Ap 25 '35

Chains and their three-way advertising job. J. C. Cumming. il Ptr Ink 171:32-6 Ap 25 '35

Direct mail and salesmen; Detroit graphite company campaign to industrial prospects. Ptr Ink 172:82+ S 5 '35

Eleven companies start campaign to tell their part in U. S. life. Sales Management 36:23 Ja 1 '35

Historical dramatizations have held public confidence; bank radio advertising. W. Walker. Trust Companies 61:366-9 O '35

Institutional advertising—under an assumed name. T. H. Thompson. Adv & Sell 25:32 Ag 29 '35

Institutional letter campaign that sells the whole organization; Riggs optical company. A. D. Luse. il Ptd Salesmanship 64:180-1 D '34

Institutions on paper; four outstanding examples of direct mail. E. E. Irwin. il Ptr Ink Mo 30:18-19+ F '35

See also

Anniversaries—Advertising

ADVERTISING, Mail

Between salesmen's calls. M. L. Harter. Ptr Ink 172:33+ Jl 4 '35

Campaigning for dealers; Imperial Oil salesmen take pictures and get orders. G. P. Sladen. il Ptr Ink Mo 29:23+ D '34

Canada post office aids advertisers; sells mailing lists. C. Corwin. Ptr Ink Mo 30:14+ Ja '35

Cartoon strips feature direct mail plan to increase summer profits; material supplied by manufacturers of heating and ventilating equipment. il Sheet Metal Worker 26:260-1+ Je '35

Developing summer business. Sheet Metal Worker 26:278-9 Je '35

Direct mail and salesmen; Detroit graphite company campaign to industrial prospects. Ptr Ink 172:82+ S 5 '35

Direct mail boosts Philadelphia house heating sales. H. W. Olcott, jr. il Am Gas Assn Mo 16:438-9 D '34

Direct mail campaign talks the dealer's language; American lubricants, inc. J. W. Thompson. Nat Pet N 27:36+ Ag 14 '35

Direct-mail cards for G.E. distributors' salesmen prove sales value of a smile. A. R. Barkley. il Ptd Salesmanship 64:268-9 F '35

Direct-mail teamwork; association convention stages Drama of advertising. Ptr Ink 173:65, 68 O 24 '35

Do something—it pays; advertising suggestions for sheet metal shops. Sheet Metal Worker 26:217, 219 My '35

Does it pay to send mailings to prospects who are at present unable to buy? Iowa manufacturing co. keeps in touch with equipment buyers. K. Lindsay. il Ptd Salesmanship 64:182-4+ D '34

Does the sales box-score credit your printing with assists, or errors? A. R. Barkley. il Ptd Salesmanship 65:55-8 Ap '35

Follow-through in selling; mailing pieces are interspersed by salesmen's calls in case of Delco-Heat. il Ptr Ink 171:72-3 Je 20 '35

Helps every sales outlet; direct mail used to co-ordinate efforts. J. K. Crippen. Ptr Ink Mo 30:22 Je '35

Holding 250,000 customers by mail; Milwaukee dustless brush co. D. Moerick. il Ptd Salesmanship 64:164-7+ D '34

How direct mail helps selling. D. J. Murphy. East Underw 36:16 Je 7 '35

How industrial advertisers use direct-mail to help recovery. W. I. Brockson. Ptd Salesmanship 65:18-20+ Mr '35

How Liquid Carbonic helps soda fountains prosper despite competition from saloons. E. Whitmore. il Ptd Salesmanship 64:126-8+ N '34

How 191 companies handle inquiries. il Ptr Ink Mo 31:70-4+ O '35

Mills Novelty sells $1,000,000 of coin phonographs by mail. L. B. Colby. il Sales Management 35:524 N 15 '34

Nine secrets of successful direct mail. J. Mangan. il Ptd Salesmanship 65 no 3:17-24 '35

No time for cold turkey; Gilbert & Barker salesmen keep going on lively prospects. E. J. Enoch, jr. il Ptr Ink Mo 30:26-7 Ja '35

Novelty mailing supplies leads that are quickly converted into sales; Chicago motor club. G. E. Mitchell. il Ptd Salesmanship 64:266-7 F '35

Obtaining results in direct mail advertising campaign requires definite line of action. C. C. Jennings. Weekly Underw 131:1157+ D 22 '34

Overburdened mail prospects; Hawaii tourist bureau enrolls 3,000 agents in Hawaiian correspondence course. il Ptr Ink 172:88-9 Jl 25 '35

Paper mill advertising. Paper Tr J 100:28 My 16 '35

Publishers' promotion and the secretarial hurdle. W. Hanlon. il Adv & Sell 25:24+ My 23 '35

Pulling power of bill enclosures. il Am Gas J 142:32 F '35

Rounding up the alumni; oil company uses direct mail to get old grads to listen to football broadcast. il Ptr Ink 169:112 D 13 '34

Saga of soap: why Billy B. Van's pine trees are flourishing. L. B. Colby. il Sales Management 37:460-1 O 20 '35

Sales promotion budgets; how different lines of business break down their printing appropriations. Ptd Salesmanship 65:28 Mr '35

Sales promotion through direct mail advertising; Massachusetts Mutual Life. J. C. Behan. il Weekly Underw 132:24-5 sec 2 My 11 '35

Sell accounts, not jobs! D. C. McMurtrie. il Inland Ptr 95:21-5 Ag '35

Selling performance—not oil; mail and sales campaign of American lubricants, inc. J. O. Goetz. il Pet Age 28:9-10 N '34

Series of mailing pieces for use by printers. il Inland Ptr 95:57-60 Je '35 [cont monthly]

Sixteen mail campaigns to dealers. il Ptr Ink Mo 31:84-6, 88-90, 92-4 N '35

Suitable novelties please advertisers. il Inland Ptr 95:40 Je '35

Testimonial letters as effective direct-mail pieces. Ptd Salesmanship 64:273-5 F '35

To what extent does direct mail advertising help in trust solicitation? F. Le Maistre. Trust Companies 61:250-1 S '35

ADVERTISING, Mail—*Continued*

12 jobs for 4-page letters. E. E. Irwin. Ptr Ink Mo 30:29-30+ My '35

See also

Advertisements—Books and booklets
Advertisements—Christmas cards
Catalogs
Follow-up systems
House organs
Letterheads
Mail order business
Mailing lists
Sales letters

Folders

Public projects a source for direct-mail ideas; Associated Oil takes bridges for copy theme. il Ptr Ink 170:114-16 F 14 '35

16 types of paper folding. il Adv & Sell 25:30 Jl 18 '35

Paper

Six-sense paper selection. Adv Arts p28-9 Ja '35

When you need color and art, try wallpaper. il Inland Ptr 96:28-30 O '35

Personalizing

This company's sales efforts are perfectly timed; Romberger cast stone company. R. H. Butz. System 63:580-1 D '34

Postal cards

Picture post cards get business for station. il Nat Pet N 27:48 Ap 3 '35

Printer finds post-card ads pay. E. W. Keever. il Inland Ptr 94:29-31 Ja '35

Selling by postcard. D. Gridley. Ptr Ink 171:72-3+ My 2 '35

Printing

All processes required; candid views of both printers and buyers of printing. A. G. Fegert. il Inland Ptr 96:21-7 O '35

Simple distinction sells; quality direct-mail pieces; Swan studios, Chicago. W. A. Kittredge. il Inland Ptr 95:42-3 Ag '35

Return cards

Which return card form yields greatest returns? unstamped cards, stamped cards, business reply cards, or government post cards? il Ptd Salesmanship 65:14-15 Mr '35

Returns

Hotel's mailing piece brought back 45 per cent returns. S. B. Ittner. il Ptd Salesmanship 64:223 Ja '35

Mailings showing actual loss checks to policy holders prove 50% more effective; Federal hardware and implement mutuals. D. W. Sperry. il Ptd Salesmanship 64:130-1 N '34

Returns on industrial direct mail. E. J. Heimer. Ptr Ink Mo 30:14 My '35

Statistics

Direct-mail figures. L. J. Raymond. Ptr Ink 171:66, 68-9 Ap 25 '35

Testing

Matter of headlines; letters and folders designed to produce catalog requests and how they pulled; Rockbestos products corporation. K. A. Redfield. Ptr Ink 170:25+ Ja 24 '35

You pick the winners; series of direct-mail tests. il Ptd Salesmanship 64:118-21, 141 N '34

ADVERTISING, National

Brand acceptance by retail salespeople. E. R. Smith. Ptr Ink 170:37, 40-1 Ja 3 '35

Brand preferences in Milwaukee. Adv & Sell 25:38 Je 6 '35

Brand selection at counter in 36.9% of sales; a factual study in point-of-sale influence. E. R. Smith. Ptr Ink 169:35-6, 38-9 D 27 '34

Bunk about consumer demand; by a department store merchandise manager. il Adv & Sell 25:22+ Ag 15 '35

Consumer's education no gauge of belief in advertising claims. L. Bader. Sales Management 36:522-3 Ap 20 '35

Counterfeit; answer to Mr. Kallet. C. B. Larrabee. Ptr Ink 171:29, 32-4 Je 6 '35

Does advertising pay? current earnings of post-war advertisers. P. Salisbury. il Sales Management 37:322-3+ O 1 '35

Fashion Park sets out to make national copy work for dealers. Sales Management 36:624 My 15 '35

Grade-marks or trade-marks. G. B. Hotchkiss. il Adv & Sell 24:30+ N 22 '34

Hitch your wagon to our national advertising. E. E. Irwin. Ptr Ink 170:67-8+ Ja 3 '35

Media, defend your clients. G. R. Hart. il Adv & Sell 25:24+ Ag 15 '35

Mutual Benefit Life's national advertising. Spectator 133:13 D 27 '34

National advertisers plan 20% advertising increases for 1935. Sales Management 35:602-3 D 15 '34

National advertising of life insurance. C. B. Larrabee. il Ptr Ink Mo 31:19-20+ Ag; 22-3+ S '35

National copy at local rates. Business Week p24-5 Mr 16 '35

National vs. private brands. P. Hollister. Adv & Sell 24:34 D 20 '34

Point of sale now assumes new importance; advertising trend and what it means. E. R. Smith. Ptr Ink 169:7, 10+ D 20 '34

Private brands gain power. M. M. Zimmerman. Ptr Ink 172:7+ S 26 '35

Profit in national rate; Brunswick-Balke-Collender company advertises free billiard lessons locally. A. M. Howe. Ptr Ink 170:7, 10+ Ja 31 '35

Publicity and advertising men, A.G.A. discuss national campaign. Gas Age 76:372-3 O 26 '35

Retailers' own brands. A. Wineburgh. Ptr Ink 170:41 F 14 '35

Sanforizing out in open; institutional advertising starts. G. R. Horton. il Ptr Ink 171:68, 72-4 My 9 '35

Standardization; effective competitive tool when used in connection with advertised brands. J. Wayer. Ptr Ink 172:7+ Ag 22 '35

Strategy; four points on which Westinghouse bases magazine program to advertise refrigerators. R. Bolin. Ptr Ink 171:25-8 My 9 '35

Taking toughest market first, UDL speeds national conquest. L. M. Hughes. il Sales Management 37:100+ Ag 1 '35

What the college market is buying—and will buy. Sales Management 35:506-7+ N 15 '34

Why national rate is best for general advertiser. A. M. Howe. Ptr Ink 169:7, 10, 83-5 D 27 '34

Will grade-marks kill trade-marks? R. S. Lynd. il Adv & Sell 24:30-1+ D 6 '34

See also

Advertising appropriations
Advertising campaigns
Association of national advertisers
Private brands

Local tie-up

National advertising goes local. S. Carter. il Ptr Ink Mo 30:52+ Ja '35

National ice cream unifies local brands by advertising common laboratory protection. Business Week p12 Je 29 '35

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

Burma-shave's road signs. C. M. Odell. Ptr Ink 172:14 Jl 11 '35

Regulation of outdoor advertising upheld in Massachusetts court decision. Pub Roads 16:12-14 Mr '35

Unique outdoor display boosts Electrolux refrigerator sales. il Am Gas Assn Mo 17:369 O '35

Voice of outdoors. H. T. Ewald. Adv Arts p21-2 Ja '35

See also

Electric signs
Posters

Statistics

P. I. advertising index. L. D. H. Weld. chart Ptr Ink 170:57, 63 F 7; 56-8 Mr 7; 79-80 Mr 28; 171:84-6 Ap 25 '35

ADVERTISING, Point-of-sale

Facts across the counter; package, tags, store literature and retail clerks. D. Gridley. il Ptr Ink 169:69-70+ D 6 '34

Getting point-of-sales material used; American chain company distributes thru jobbers' salesmen. J. Anspacher. il Adv & Sell 24:29+ Mr 28 '35

Key to point-of-sale advertising. P. Frank. il Adv & Sell 26:29+ N 7 '35

Point-of-sale facts for consumers; detailed specifications should be given in the store. D. Gridley. il Ptr Ink 169:37-40 N 29 '34

Repeat sales; parcheesi prize-a-month jingle contest. L. K. Anderson. il Ptr Ink 171:56-7 Ap 18 '35

See also

Advertising—Dealer helps

ADVERTISING, Political. See Political advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

Agency solicitation as seen from agency side. Ptr Ink 169:7+ D 6 '34

Agency solicitation: how much and when as told to Bernard A. Grimes by an agency vice-president. Ptr Ink 169:93+ D 13 '34

Are space peddlers necessary? Sales Management 36:70 Ja 15 '35

Ex-agency man confesses; weaknesses of solicitation practices. S. R. Hall. Ptr Ink 172:41, 44-6 Ag 15 '35

Exposing fake media. Ptr Ink 170:101 F 7 '35

Famous early advertisers; selling space to Carter's pills, Bromo Seltzer and others. A. Wineburgh. Ptr Ink 170:98+ F 21 '35

Getting what you pay for in circulation. R. Leavenworth. Ptr Ink 173:86-9 O 31 '35

Go-getting business. A. Wineburgh. Ptr Ink 169:37, 40-1 D 20 '34

Is competitive promotion a service? W. A. Thomson. Adv & Sell 25:24-5, 63 O 24 '35

Publishers' promotion and the secretarial hurdle. W. Hanlon. il Adv & Sell 25:24+ My 23 '35

Some selling experiences. A. Wineburgh. Ptr Ink 170:71-2 Ja 10 '35

Space buyers demand facts. R. Leavenworth. Ptr Ink 170:7+ F 7 '35

There ought to be a law; newspaper space salesmen and what they shouldn't do. F. E. Carson. Ptr Ink 171:25+ Je 27 '35

This advertiser claims reps *un*-sold him on newspaper advertising. Sales Management 36:226 F 15 '35

Thoughts on selling space. A. Wineburgh. Ptr Ink 169:88-9 D 13 '34

What cost new accounts? relation of agency and solicitor. Ptr Ink 169:40 D 27 '34

Wisest buyer of space; he put himself in seller's hands. A. Wineburgh. Ptr Ink 170:44 Ja 17 '35

See also

Audit bureau of circulations

ADVERTISING affiliation

New officers. Ptr Ink 171:89 My 16 '35

ADVERTISING agencies

Advertising's greatest farce—the speculative plan. H. J. Atwood. Adv & Sell 25:21-2+ S 12 '35

Agency and client as seen by an advertiser. W. T. Nardin. Ptr Ink 169:56-7 D 27 '34

Agency solicitation as seen from agency side. Ptr Ink 169:7+ D 6 '34

Agency solicitation: how much and when as told to Bernard A. Grimes by an agency vice-president. Ptr Ink 169:93+ D 13 '34

Agency's real function is preparation and placing of advertising. A. W. Hobler. Ptr Ink 172:7+ Jl 11 '35; Discussion. 172:55-6+ Jl 25 '35

A.B.P. agency recognition. Ptr Ink 171:73 My 30 '35

BBDO, McCann-Erickson, B-S-H, Thompson top media rankings. L. M. Hughes. Sales Management 36:730+ Je 15 '35

Code for agencies. P. C. Pack. Ptr Ink 172:57, 60-1 S 12 '35

Do I look funny to you? or what agency people should know about the mode. S. H. Birchall. il Adv & Sell 24:29+ F 14 '35

Engineer in advertising. S. W. Seeley. Adv & Sell 24:32+ F 28 '35

Go-getting business. A. Wineburgh. Ptr Ink 169:37, 40-1 D 20 '34

Jettison, De Bunk & co. advertising agency, 1935 recovery model; danger of thinking too big. S. K. Wilson. Ptr Ink Mo 30:13-14+ F '35

Kudner coup. Business Week p10 Ag 17 '35

New Campbell-Ewald unit. Ptr Ink 170:12 Ja 3 '35

Property rights in ideas. J. O'Shaughnessy. Ptr Ink 172:7+ Ag 1 '35

Publicity and the advertising agency. H. Deutsch. il Adv & Sell 24:26+ F 28; 29+ Mr 14 '35

Sales tax and advertising; New York city's experience of interest to entire country. Ptr Ink 169:25 D 27 '34

Some agents I have known. R. Tinsman. Ptr Ink 173:7+ O 31 '35

That agency idea suit; Ryan case. Ptr Ink 172:17, 20-1+ Jl 4 '35

They grow tough on the ridges; trials and advantages of experience in the smaller agencies. R. M. Davis. Adv & Sell 25:29+ Je 6 '35

This agency struggle; examples of solicitations in which advertiser did not play fair. Ptr Ink 172:29, 32 Jl 18 '35

Three solicitation thoughts. Ptr Ink 173:45 O 3 '35

What cost new accounts? relation of agency and solicitor. Ptr Ink 169:40 D 27 '34

When newspapers bite the hand that feeds; by an agency owner. Adv & Sell 25:38+ S 12 '35

Where agency service is changing; what 75 national advertisers had to say in interviews. R. O. Eastman. Adv & Sell 24:28+ Ap 11 '35

See also

Advertising, Soliciting of

American association of advertising agencies

Accounting

Agency cost accounting plan. S. A. Morrill. Ptr Ink 171:25-7 Ap 25 '35

Art departments

Art directors and the law. I. W. Digges. Ptr Ink 173:15-17, 94-6 O 24 '35

Lost in the art department. Adv & Sell 25:24+ Ag 1 '35

Memorandum to copy and art departments. L. Beaton. il Ptr Ink Mo 30:28+ My '35

Commissions

Advertising agency compensation. A. E. Haase. 215p National process co, New York '34

Advertising agent looks at the Haase report. Adv & Sell 24:22-3+ N 22 '34

Agency argument seen as aid to business socialization. Ptr Ink 170:7+ Mr 21 '35

Agency charges for radio talent. C. J. LaRoche. il Ptr Ink Mo 31:14-15+ Ag '35

Agency compensation as seen by A.A.A.A. Adv & Sell 24:26-7+ Mr 14 '35

Agents answer A.N.A. study on compensation. Ptr Ink 170:21, 25-6+ Mr 7 '35

A.N.A. replies to publishers on agency matter. Ptr Ink 169:76-9 D 20 '34

A.N.A. report urges flexible plan of agency pay. Sales Management 35:509+ N 15 '34

Favor agency commission; newspaper publishers convention. Ptr Ink 171:57 Ap 25 '35

15% argument; A.N.A. report attacks weakness of discount system. Business Week p12+ N 24 '34

From a French agent. Ptr Ink 171:37 Ap 4 '35

Lesson from architects; agency compensation plan. K. R. Costikyan. Ptr Ink 172:25, 28-9 Ag 29 '35

Magazine men would retain present agency plan. Ptr Ink 169:101-2+ D 13 '34

Once more: advertiser's side of agency argument. Ptr Ink 171:33+ Ap 4 '35

ADVERTISING agencies—Commissions—*Cont.*

Radio talent and agencies; commission vs. service fee argument. B. A. Grimes. Ptr Ink 171:7+ My 2 '35

Suggestions for a new form of agency contract. A. E. Haase and I. W. Digges. Ptr Ink 170:25-8+ Ja 31; 70+ F 7 '35

That A. N. A. agency study. P. B. West. Ptr Ink 170:81, 84-6+ Ja 24 '35

Whose agent is the agency? Business Week p12+ D 22 '34

Why A.N.A. solidly backs agency report. L. H. Bristol. Ptr Ink 169:53-4+ N 29 '34

Word for net billing. C. A. Bates. Ptr Ink 170:68-9 F 21 '35

Contracts

Suggestions for a new form of agency contract. A. E. Haase and I. W. Digges. Ptr Ink 170:25-8+ Ja 31; 70+ F 7 '35

Employees

Advertising agency girls. D. Lloyd. Ptr Ink 173:32 O 10 '35

All round agency men. Ptr Ink 173:86-7+ O 24 '35

Getting ahead in an agency. B. A. Grimes. Ptr Ink 172:21, 24-5+ S 26 '35

Woman's best bet. F. N. Lewis. Ptr Ink 173:28 O 31 '35

Management

Competitive accounts. Ptr Ink 172:33+ S 19 '35

Responsibilities that face an agency executive. R. S. Durstine. Adv & Sell 24:26-7+ Ap 25 '35

Some agency solicitations. Ptr Ink 170:21+ F 21 '35

What price good copy? fourteen agencies give details about writers' salaries and operating methods. B. A. Grimes. Ptr Ink 173:7+ O 17 '35

Records

Agency traffic routine; interview by Bernard A. Grimes with Howard J. Huene. il Ptr Ink Mo 31:38+ N '35

Service

Agency's part in selecting client's premiums. K. Plumb. Ptr Ink 173:82-3 O 3 '35

Eight-point recovery program for the medium and small-size manufacturer. I. N. Jelalian. Ptr Ink Mo 31:14-15+ O '35

How much service can agency give clients? D. Francisco. Ptr Ink 173:44, 47-8+ O 31 '35

How the agency serves the consumer. G. L. Sumner. Adv & Sell 24:46+ F 14 '35

I'm not an advertising man; right product and right sales policies necessary to successful advertising. H. W. Newell. il Adv & Sell 25:26, 42+ O 24 '35

Space buyers

A, B, C schedules depend on copy and markets. L. Gessner. Ptr Ink 171:17-20 My 9 '35

Getting what you pay for in circulation. R. Leavenworth. Ptr Ink 173:86-9 O 31 '35

Local markets and A,B,C newspaper lists. J. J. Boyle. Ptr Ink 171:43-4+ My 30 '35

Making up A,B,C schedules for newspapers. M. Hacker. Ptr Ink 171:49-50+ Ap 25 '35

Newspaper space buying as a seller sees it, by a national advertising manager. Ptr Ink 170:41, 44-5 My 14 '35

Space buyer looks at promotion. B. Duffy. il Adv & Sell 24:25, 50 Mr 28 '35

Space buyers demand facts. R. Leavenworth. Ptr Ink 170:7+ F 7 '35

Sphinx under Niagara; Joseph John Hartigan. P. Atkinson. Adv & Sell 24:29, 51 Ja 31 '35

Ten suggestions for better space buying. H. J. Prudden. Ptr Ink 172:15-17+ S 5 '35

Two space buyers discuss A, B, C schedules. H. G. Selby. Ptr Ink 171:77-8 My 16 '35

Taxation

Agencies fight Illinois tax. Ptr Ink 171:12 Ap 11 '35

Agencies win tax argument. Ptr Ink 170:36 Ja 17 '35

ADVERTISING allowances

Advertising allowance bait. W. M. Jarman. Ptr Ink Mo 30:28+ Ja '35

Advertising allowances and brokerage contracts between A & P and 343 manufacturers. Sales Management 37:[insert] 2-4 Jl 15 '35; Same. Ptr Ink 172:65-8, 72-3 Ag 8 '35; Same. Adv & Sell 25:46+ Ag 1 '35

Advertising allowances; Miss Sims answers two dissenters. Ptr Ink 171:46+ Je 20 '35

Advertising allowances: rebuttal. R. Adams. Adv & Sell 25:42+ Jl 18 '35

Co-operative advertising gets a hand; different from advertising allowances. W. A. Metzger. Ptr Ink Mo 30:40+ F '35

Crawford House bill hits allowances. Ptr Ink 171:89+ Ap 18 '35

How the allowance works; House committee hears Mr. Parr, of the A & P. Ptr Ink 172:95, 98 Ag 22 '35; Sales Management 37:145+ Ag 15 '35

Interest in A & P special contracts stimulated by pending Patman bill. P. Salisbury. Sales Management 37:98-9+ Ag 1 '35

Liggett discount list. Ptr Ink 172:15-17, 20+ Ag 22 '35; Discussion 172:69-70 Ag 29 '35

Liggett makes profit of $218,153 on $1,177,327 advertising allowances. Sales Management 37:206+ S 1 '35

Liquor allowance stopped. Ptr Ink 171:20 My 2 '35

Liquor cooperation out; New York outlaws payment for retail liquor advertising by suppliers. Business Week p20-1 Ap 13 '35

Look at those A & P discounts. P. S. Willis. Adv & Sell 25:22-3+ Ag 1 '35

NRA announces policy on advertising allowances. Oil & Gas J 33:28+ Ja 31 '35

NRA rules on allowances. Ptr Ink 170:57+ Ja 10 '35

Rebates is rebates; NIRB insists on separate contracts for advertising allowances. Business Week p22-3 Ja 12 '35

10-point defense of the advertising allowance. E. B. Weiss. Adv & Sell 24:23-5 F 14 '35

That allowance fight; Patman inquiry. C. B. Larrabee. Ptr Ink 172:57-8, 63-5 Ag 8 '35

What's wrong with buying distribution? E. B. Weiss. il Adv & Sell 25:22+ Je 20 '35

Where co-operation flops. I. S. Sims. Ptr Ink 171:17+ My 2 '35; Discussion. S. F. Coons; A. C. Fatt. 171:40+ My 23 '35

ADVERTISING and bankers

Banker and advertising. H. C. Sieck. Ptr Ink 170:44 F 28 '35

Compulsory advertising. E. C. Hole. Ptr Ink 169:64 D 27 '34

Customer-bank-advertising agency. Banking 27:71 F '35

Merchandising for banks, trust companies and investment houses. L. D. Meredith. 382p [bibliog p373-8] $5 Bankers pub. co, New York '35

Offers advertising loans. il Ptr Ink 172:40-1 Jl 25 '35

See also

Bank advertising

ADVERTISING and credit

Advertising's best friend is the credit executive. R. A. Sorenson. Credit & Fin Management 37:42-3 My '35; Same. Ptr Ink 171:67-8 Je 6 '35

ADVERTISING and sales, Coordination of

Helps every sales outlet; direct mail used to co-ordinate efforts. J. K. Crippen. Ptr Ink Mo 30:22 Je '35

ADVERTISING and salesmen

Agency executive sits in at a sales convention. P. Hillery. Adv & Sell 24:28+ Ja 31 '35

Alice in Thunderland: lamp salesman extraordinary! General electric company uses novel easel to merchandise its advertising to the trade. C. W. Maedje. il Ptd Salesmanship 65:22-4 Mr '35

Between salesmen's calls. M. L. Harter. Ptr Ink 172:33+ Jl 4 '35

Direct mail and salesmen; Detroit graphite company campaign to industrial prospects. Ptr Ink 172:82+ S 5 '35

ADVERTISING and salesmen—*Continued*

Follow-through in selling; mailing pieces are interspersed by salesmen's calls in case of Delco-Heat. il Ptr Ink 171:72-3 Je 20 '35

Followed up salesmen's calls with letters; Hygrade Sylvania corporation. il Ptr Ink Mo 31:88-9 N '35

Key to successful retail display; S. C. Johnson & son salesmen responsible for its distribution and use. W. N. Connolly. il Ptr Ink Mo 30:17-18+ Ap '35

Leaven for sales talk; salesman-in-print. J. H. Wiley. Ptr Ink 171:37+ Je 20 '35

No time for cold turkey; Gilbert & Barker salesmen keep going on lively prospects. E. J. Enoch, jr. il Ptr Ink Mo 30:26-7 Ja '35

Related tools for selling; Northwestern mutual life insurance company. W. R. Chapman. il Ptr Ink Mo 31:16-18+ N '35

These letters yield 81%; personalized three ways; General American life insurance company, St Louis. E. D. Rich. Ptr Ink 170:49+ Mr 14 '35

What should salesmen expect from advertising? J. Caples. Adv & Sell 26:27+ N 7 '35

Why high-hat advertising for low-brow products rarely pays. J. A. Murphy. il Sales Management 36:682+ Je 1 '35

ADVERTISING appropriations

Advertising reserves. Ptr Ink 172:41, 44 Ag 1 '35

AAA menaces advertising. Ptr Ink 170:28 F 28 '35

Another boost for Paris. Ptr Ink 169:12 D 27 '34

Bad appropriation guide; arbitrary percentage figures. Ptr Ink 171:28+ Ap 4 '35

Facts that are fallacies. D. Gridley. Ptr Ink 172:45, 48-50+ Jl 11 '35

Johns-Manville puts brake lining ad budget in dealers' hands. il Sales Management 36:332 Mr 15 '35

Just how do shifts in media affect cigarette sales? P. Arnold. il Sales Management 37:102-3, 127 Ag 1 '35

Largest magazine advertisers in 1934. Adv & Sell 24:22+ Ja 17 '35

Made-to-fit promotion plan wins prestige and sales for M-G-M. L. M. Hughes. il Sales Management 36:675+ Je 1 '35

Magazine advertising; individual appropriations of 211 companies in 109 media during 1934. Ptr Ink 170:81-3, 86 Ja 10 '35

Measuring the advertising dollar against sales costs. H. A. Haring. il Adv & Sell 24:24+ Ja 17 '35

National advertisers plan 20% advertising increases for 1935. Sales Management 35:602-3 D 15 '34

Planning the advertising budget. L. D. Meredith. Bankers M 130:325-41 Mr '35

Radio advertising; ninety-five companies spent more than $100,000 in 1934 on NBC and CBS networks. Ptr Ink 170:63-4 Ja 17 '35

Railway advertising expenditures. F. Snow. Adv & Sell 25:24+ Ag 29 '35

Seven out of every 10 major advertisers will boost budgets in January. Sales Management 37:514-15, 543 N 1 '35

Shooting the works. C. A. Bates. il Adv & Sell 25:38 S 26 '35

Valspar ad budget up 25% in anticipation of improving market. O. C. Leininger. Sales Management 36:30 Ja 1 '35

What are the most responsive markets for food products? Sales Management 36:66-7+ Ja 15 '35

Wisest buyer of space; he put himself in seller's hands. A. Wineburgh. Ptr Ink 170:44 Ja 17 '35

ADVERTISING art

Four million picks its pictures. D. Uptegrove. il Adv & Sell 25:28+ Je 6 '35

They still like grandma. C. B. Larrabee. il Ptr Ink Mo 30:19+ Je '35

See also

Advertisements, Pictorial

Advertising agencies—Art departments

ADVERTISING artists

Advertising

Simple distinction sells; quality direct-mail pieces; Swan studios, Chicago. W. A. Kittredge. il Inland Ptr 95:42-3 Ag '35

ADVERTISING as a profession

Advertising agency girls. D. Lloyd. Ptr Ink 173:32 O 10 '35

Advertising; is it a game, a racket, a profession or a business? F. R. Babcock. Ptr Ink Mo 30:13-14 My '35

All round agency men. Ptr Ink 173:86-7+ O 24 '35

Code for agencies. P. C. Pack. Ptr Ink 172:57, 60-1 S 12 '35

Course in advertising; Richard J. Compton. R. Giles. Adv & Sell 25:29+ Jl 4 '35

Getting ahead in an agency. B. A. Grimes. Ptr Ink 172:21, 24-5+ S 26 '35

How to break in. Ptr Ink 171:73-4 Je 6 '35

I've been at it a year! G. Blake. Adv & Sell 24:40+ Mr 14 '35

J. K. Fraser rings the closing bell. M. Wiseman. Adv & Sell 24:44 F 28 '35

Way up in advertising. R. L. Hutton, jr. Ptr Ink 173:37+ O 10 '35

What every young man should know. A. H. Deute. Adv & Sell 25:28-9+ Ag 1 '35

See also

Advertising agencies

Advertising copy writers

Advertising ethics

Advertising managers

ADVERTISING awards

Advertising & selling announces sponsorship of a new series of annual advertising awards. Adv & Sell 25:20 S 12 '35

Announcement of conditions governing the new annual advertising awards. Adv & Sell 25:28+ O 10 '35

Insurance award winners. Ptr Ink 173:40 O 31 '35

ADVERTISING campaigns

Advertising jumps room sales for Chicago's Palmer House. Sales Management 37:108 Ag 1 '35

Consistent advertising campaigns as applied to the selling of lime. S. P. Armsby. Rock Prod 38:40-1 Mr '35

Direct-to-prospect campaign lifts Prestone sales. L. M. Hughes. Sales Management 35:508-9 N 15 '34

Free billiard lessons; manufacturer teaches. C. L. Ellison. il Ptr Ink 169:25-7 N 22 '34

G-E boards the bandwagon. E. E. Irwin. Ptr Ink 169:77-8, 80-3 N 22 '34

G-E launches new radio. Ptr Ink 172:28 Jl 25 '35

Goodyear fingerprints folks in G-men detective campaign. il Sales Management 36:676 Je 1 '35

Johns-Manville launches cooperative campaign to sell combined gas heating and home insulation. il Gas Age 76:391 O 26 '35

Lucky Strikes plus. B. A. Grimes. Ptr Ink 170:17-18 F 28 '35

Making capital of the demand market, by a New York sales manager. Adv & Sell 24:28+ Ja 17 '35

New home product market; Firth carpet sees profit opportunities. il Ptr Ink 172:84-5+ Jl 11 '35

Newspaper gasoline advertising; recent trends and copy tendencies. E. G. Stankey. il Nat Pet N 27:36-40 My 29 '35

Old and new products as promoted in newspapers, magazines, radio, outdoor, displays, direct mail. Sales Management 37:213 S 1 '35 [cont semi-monthly]

Old Gold goes national, using magazines, newspapers, humor. il Sales Management 36:280 Mr 1 '35

$1,000,000 newspaper campaign to help Squibb stabilize prices. L. M. Hughes. il Sales Management 36:24-5 Ja 1 '35

Package selling for heating; American radiator company. Ptr Ink 172:80 Ag 22 '35

Phillips introduces 5-cent soups in aggressive New York campaign. il Sales Management 36:141 F 1 '35

ADVERTISING campaigns—*Continued*

Phillips N. Y. campaign sells 1,000,000 cans of soup a week. Sales Management 36:336 Mr 15 '35

Singer widens wardrobe plan as 1,000,000 women respond. L. M. Hughes. il Sales Management 37:452-3+ O 20 '35

Skeptics are convinced; coast-to-coast distribution in five months for Reardon's washable kalsomine. il Ptr Ink 172:89-90+ Ag 22 '35

Strategy; four points on which Westinghouse bases magazine program to advertise refrigerators. R. Bolin. Ptr Ink 171:25-8 My 9 '35

Thorough campaign; French's mustard. Ptr Ink 172:41+ Jl 11 '35

Victor records' sales gain; promotion campaign to dealers and consumers. F. J. Schneider. il Ptr Ink 171:49-50+ My 23 '35

Wins 17 per cent of market; pork products in Philadelphia trading area a lesson in merchandising tie-up. W. E. Felin. il Ptr Ink 169:37-9 D 13 '34

See also
Advertising, Association

Special weeks

Tobacco week, Hartford. Business Week p13 Mr 16 '35

Testing

Cudahy tests new lard product in 4 southern cities. il Sales Management 36:311 Mr 15 '35

Factors in market testing; including selection and use of media. J. J. Boyle. Ptr Ink 172:37+ S 12 '35

Gebhardt tests money-back guarantee in Coast sales drive. Sales Management 37:120 Ag 1 '35

Home market was proving ground; then city after city was entered; Westgate sea products company. P. H. Steele. il Ptr Ink Mo 31:34+ S '35

ADVERTISING cards

Famous early advertisers; selling space to Carter's pills, Bromo Seltzer and others. A. Wineburgh. Ptr Ink 170:98+ F 21 '35

When Bull Durham shocked Fifth avenue. A. Wineburgh. Ptr Ink 169:73-4 N 29 '34

When Campbell's was new. A. Wineburgh. Ptr Ink 169:41, 44-6 N 22 '34

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Show cards

ADVERTISING characters

Anna and Andy Sponge sell six years' waste product in two months. E. Peterson. il Ptr Ink 172:86, 88 Ag 22 '35

Gas and electricity—the tiny twins of the budget family; Rochester gas and electric company. il Am Gas Assn Mo 17:408-9+ N '35

Herbert Tareyton returns. il Ptr Ink 170:12 Ja 17 '35

Humanizing the kilowatt; seven power companies have now adopted Reddy Kilowatt. il Elec W 105:180-1 Ja 19 '35

Mickey has a rival; Shirley Temple. W. Allen. il Adv & Sell 25:60 S 12 '35

Mickey Mouse and new trains help Lionel out of bad business bog. il Sales Management 36:134 F 1 '35

Mickey Mouse steps in and bankrupt firm recovers; Lionel toys. Adv & Sell 24:38 Ja 31 '35

Philip Morris prospers even more when Johnny calls in person. L. M. Hughes. il Sales Management 35:557+ D 1 '34

Story behind the frogs; statuettes by Sigvald Asbjornsen to advertise trolley device. il Elec Traction 30:381 N '34

Thorough campaign; French's mustard. Ptr Ink 172:41+ Jl 11 '35

Trade characters; they can be turned into good sales assets if they are made to work hard and often. il Ptr Ink 170:57-8+ Ja 17 '35

ADVERTISING clubs

Ad club builds house; Youngstown Contentment Cottage. Ptr Ink 170:86 Mr 14 '35

Advertising clubs report on attendance difficulties. Adv & Sell 24:42+ Mr 28 '35

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING copy

All reading is voluntary; advertising does not compete with editorial pages. S. Vanderbilt. Ptr Ink 171:49+ Ap 18 '35

Aluminum headache; writer of advertisements struggling with aluminum copy. R. T. Griebling. Ptr Ink 171:85-6 My 23 '35

And now concerning copy. Published in biweekly numbers of Advertising and selling

Answer to Dorsey's ad; copy that knows no rules may produce surprising effects. Ptr Ink 169:73-4+ D 27 '34

Are copy writers a dying race? D. White. Adv & Sell 25:36+ O 10 '35

Backing wrong ideas loses the advertising race. E. Parker. il Adv & Sell 25:26+ Ag 1 '35

Best defense of advertising is better copy; abstracts. A. D. Lasker. Ptr Ink 171:7-10+ Je 13 '35; Adv & Sell 25:24+ Je 20 '35

Copy problems. il Ptr Ink Mo 30:48 Ja; 24 My; 31:40 Jl; 44 Ag; 46 N '35

From an advertising scrapbook; some 18th century ads. E. Zubryn. il Adv & Sell 24:36+ Mr 28 '35

Gears copy to FHA program; Warren telechron company. W. K. Opdyke. il Ptr Ink 171:45+ Je 27 '35

In the midst of plenty. A. H. Little. Ptr Ink Mo 30:34, 36+ Ja '35

Keep it professional; advertisement isn't a tête-a-tête. A. H. Little. Ptr Ink 170:65-6+ Ja 31 '35

Letter of recommendation to advertising manager of the House of Kuppenheimer. G. L. Dyer. Adv & Sell 25:26 My 23 '35

Mr Advertiser, meet your customer. E. P. Irwin. il Adv & Sell 24:52 D 6 '34

Mr. Rubicam writes Mr. Kendall about Mr. Ewald's Xmas card; advertising of 1844. il Adv & Sell 25:26+ Ja 17 '35

Newspaper gasoline advertising; recent trends and copy tendencies. E. G. Stankey. il Nat Pet N 27:36-40 My 29 '35

Old man Specific. M. K. Powers. Ptr Ink Mo 30:21-2 Mr '35

Powerful little ads. R. W. Palmer. il Ptr Ink 170:48-51, 54 F 28 '35

Priceless ingredients; honor—integrity—built-in qualities of the maker call for expression in the product's copy. A. H. Little. Ptr Ink 172:25-6+ Jl 4 '35

Proposal for radio programs that are all-copy jobs. E. M. Oren. Ptd Salesmanship 64:115-16+ N '34

Short Line writes its own copy. C. L. Welbourne. il Bus Transportation 14:260-3 Jl '35

Sir Veigh, ad-critic; copy that shows thought, but how about inspiration, W. J. Weir. Ptr Ink 170:19-20+ F 28 '35

Snow, colder, high winds; advertisers build good-will under emergency conditions. D. Gridley. il Ptr Ink 170:64-5+ F 7 '35

Space—and advertising, by an industrial advertising man. il Ptr Ink 170:72-4+ F 21 '35

Stream of advertising consciousness; satire. P. Arnold. il Adv & Sell 25:28+ S 26 '35

Stupid copy. W. M. Kiplinger. Ptr Ink 173:33-4 N 7 '35

Tips from nature. G. Adams. Adv & Sell 24:52 Mr 14 '35

To make copy effective—make it familiar! J. Mangan. il Ptd Salesmanship 64:109-11 N '34

Voluntary readership. T. H. Thompson. Ptr Ink 170:34+ Mr 21 '35

What the consumer wants in advertising. E. Raitt. Ptr Ink 173:74, 78-80+ N 7 '35; Same cond. Adv & Sell 26:38, 40+ N 7 '35

What's good about your product? in quest of reliable buying information. R. McInerney. Adv & Sell 25:29+ O 10 '35

ADVERTISING copy—*Continued*

Wheels in the air; story of a business built on the art of leaving out; reprinted from 1920 article. R. R. Updegraff. il Ptr Ink Mo 31:32+ Jl '35

Why allegory has power; parables in headlines, copy and illustrations. A. Glim, pseud. Ptr Ink 172:86-8 Ag 8 '35

Why high-hat advertising for low-brow products rarely pays. J. A. Murphy. il Sales Management 36:682+ Je 1 '35

Will broader gaged advertising copy recapture the fed-up consumer? J. A. Hovey. il Sales Management 35:610-11 D 15 '34; Discussion. F. L. Lippman. 36:148 F 1 '35

Writing to the masses. J. M. Handley. Ptr Ink 172:20 S 12 '35

See also

Advertisements—Headlines

Advertisements—Testing

Advertisements, Humorous

Advertising—Psychology

Advertising ethics

Sales letters

Action appeal

Action via telephone. J. Caples. Ptr Ink 170:13+ Mr 7 '35

Competitive copy

Battle of the basements. Ptr Ink 173:81-2, 84-5 O 24 '35

Coolerator ice box trades punches with automatic refrigerators. il Sales Management 37:278 S 15 '35

Everybody swears; two tire companies blaze away with broadsides. Ptr Ink 169:13+ D 13 '34

Hog-calling and its cure. R. L. Philippi. Adv & Sell 25:34+ My 9 '35

Hunter campaign flays Seagram for coercing liquor distributors. il Sales Management 37:270+ S 15 '35

Refrigerator industry loses a sale; knocking competitors. W. L. Rech. il Adv & Sell 24:38 Ap 11 '35

Credibility

Consumer's education no gauge of belief in advertising claims. L. Bader. Sales Management 36:522-3 Ap 20 '35

Dealer listing

Names have pulling power. Ptr Ink 170:32 F 14 '35

Demonstrations and tests

Mr Berwald absorbs pencils; advertising and laboratory can and should work together. E. Peterson. il Ptr Ink 171:21, 24-6 My 2 '35

Tests consumers can make. D. Gridley. il Ptr Ink 169:27-8+ D 27 '34

Dramatic quality

Bessemer and babies; eight ways to step-up business-paper copy. E. E. Irwin. Ptr Ink 172:63-5, 68-9 Ag 1 '35

Dramatization in advertising. G. M. Miller. il Ptr Ink Mo 29:17-18+ D '34; 30:29-30+ Ja '35

Emotional appeal

Point-of-sale facts for consumers; detailed specifications should be given in the store. D. Gridley. il Ptr Ink 169:37-40 N 29 '34

Fear appeal

More plagues—as part of copy writer's equipment. P. H. Erbes, jr. Ptr Ink 171:33+ My 16 '35

Scare copy helps to produce results. S. M. Gamble. East Underw 35:16 N 16 '34

Health appeal

Sunkist aids science—now doctors and dentists help sell oranges. W. B. Geissinger. il Sales Management 36:269+ Mr 1 '35

Human interest appeal

Art for profit's sake; study of sales letters. L. C. Lockley. Ptr Ink 170:87-8+ Mr 21 '35

First person singular anon.; unidentified individuals discuss merits of Pabst Blue Ribbon ale. Ptr Ink 169:34 D 27 '34

Humor

See Advertisements, Humorous

Language, style, etc.

Advertising language. E. M. Oren. Ptd Salesmanship 65:16-17 Mr '35

Choose the proper word. C. Korfmacher. Ptr Ink Mo 30:47, 50+ Ap '35

Easy words in selling. A. Bradbury. il Ptr Ink 172:20, 24-6 Jl 25 '35

Food copy shows meagre vocabulary. Adv & Sell 24:58 F 14 '35

Go to poets, thou ad writer. M. K. Powers. Ptr Ink 169:73, 76-8 D 13 '34

Job for Sainte-Beuve; he's needed in the copy-trade. A. H. Little. Ptr Ink 172:51-4+ Ag 29 '35

Let's abolish them; three advertising phrases that annoy and mislead. A. Bradbury. Ptr Ink 172:68-70 Ag 15 '35

More pet peeves; phrases in advertising and letters that should be abolished. A. Bradbury. il Ptr Ink 172:72, 74-5 S 5 '35; Discussion. 172:48 S 19 '35

Presidents as copywriters; washing machine ad as Lincoln, Roosevelt, Bryan might have written it. P. Atkinson. il Adv & Sell 24:31+ F 14 '35

Rupert Brooke and sales; maybe copy writer should shun poets. S. Carter. Ptr Ink 170:70+ F 14 '35; Discussion. D. B. Bree. 170:41 Mr 21 '35

Slide-rule for an advertising vocabulary. J. Hausman. Adv & Sell 25:32-3 S 26 '35

Verb to the wise; how to re-flavor a dull advertising broth. G. Bijur. Ptr Ink 170:28, 32 F 7 '35

Write it up plain; an old story with a modern moral for copy writers who bear rhetorical quintuplets. W. A. Thomson. Ptr Ink 171:13+ Ap 4 '35

Length

I believe in long copy—sufficient to do a thorough selling job! E. R. Richer. Ptd Salesmanship 65:78-9 Ap '35

Moving picture tie-in

Buick movie tie-up. Ptr Ink 172:55-6 Jl 11 '35

Copy tie-in with films. B. A. Grimes. Ptr Ink 171:15-17, 20-1 Je 20 '35

Negative appeal

See also

Advertising copy—Fear appeal

News interest

Quick work! star of previous night's hockey game featured in cigarette advertising copy next morning. il Ptr Ink 171:45+ Ap 25 '35

Pleasure appeal

What's wrong with food copy? A. R. Barkley. il Ptd Salesmanship 64:219-22 Ja '35

Postscripts

Postscripts advertising; often what seems to be casual afterthought does selling job in spreading line. B. F. Berfield. Ptr Ink 170:38, 40-1 F 28 '35

Premium offers

Advertising premium offers. D. Gridley. il Ptr Ink Mo 30:17-18+ Ja '35

Dealers and the premium; business paper approach needed. B. F. Berfield. il Ptr Ink Mo 30:23+ Mr '35

Premiums and the package. C. B. Larrabee. il Ptr Ink Mo 31:28-9 N '35

Price appeal

Something in the papers; Puget Sound power & light company's merchandising drive. Ptr Ink 171:80 Ap 18 '35

Price changes

Announcing price reductions in advertising; nine methods. B. F. Berfield. Ptr Ink 172:32-3+ S 5 '35

ADVERTISING copy—*Continued*

Price quoting

$1,000,000 newspaper campaign to help Squibb stabilize prices. L. M. Hughes. il Sales Management 36:24-5 Ja 1 '35

Price advertising; Guardian Life closes one out of nine inquiries. il Ptr Ink 173:85-6+ N 7 '35

Pseudo-science

Science for sale; testimonials from professional men. T. S. Harding. il Ptr Ink Mo 30:36+ Mr '35

Quality appeal

Copy problem; Plymouth rope. il Ptr Ink Mo 31:40 Jl '35

Copy problems; Exide batteries for automobiles. il Ptr Ink Mo 30:48 Ja '35

Main Street still asks, what's it worth? M. Dana. il Adv & Sell 24:24+ D 20 '34

New deal for the plumber drives double Standard Sanitary's volume. il Sales Management 36:204 F 15 '35

Pequot's stamp of approval; merchandise exceeds government specifications. il Ptr Ink 171:49-50+ Je 13 '35; Discussion (Consumers want facts). R. Brindze. 172:72-3 Ag 1 '35

Perfume as family tree; Bourjois centers emphasis on quality item. N. W. Millard. il Ptr Ink 171:49-52 My 9 '35

Selling the world; an export merchandising story: telling how Packard built international good-will and acceptance. B. C. Budd. Ptr Ink 169:25+ D 20 '34

Small campaigns can win; Benson & Hedges Virginia Rounds. il Adv & Sell 25:40 Jl 18 '35

Standards and how to reflect them; copyrighted mailing piece for printers; illustration. Inland Ptr 95:56 S '35

Reason appeal

Let's have more bread and butter copy. J. T. Gallagher. Adv & Sell 24:40 Mr 28 '35

Recipes

See Advertisements—Cook books and recipes

Revision

So they won't okeh it! six kinds of advertising copy critics. W. E. McFee. Ptr Ink 171:15, 17-19 Ap 25 '35

When the sales manager has the itch to use a blue pencil. T. H. Thompson. Sales Management 36:144 F 1 '35

Science appeal

Science and gas; Pan-Am newspaper advertising program hooks up Century of progress exhibits with product. il Ptr Ink 170:62 F 28 '35

Social appeal

Civic minded advertisers; Los Angeles soap company and Kingan & co. il Ptr Ink 169: 37+ N 22 '34

Mr Nichols kindles a fire; Menzies shoe company, of St Louis, advertises increased payroll. Ptr Ink 169:20 N 22 '34

Time of opportunity. R. Dickinson. Ptr Ink 171:26-8 Je 13 '35

Specialization

Made-to-fit promotion plan wins prestige and sales for M-G-M. L. M. Hughes. il Sales Management 36:675+ Je 1 '35

Testimonials

Dealer talks to dealer; business-paper testimonials. B. F. Berfield. Ptr Ink 172:56, 60-1+ S 26 '35

Fire testimonial editors! Ptr Ink 172:100-1 S 5 '35

Goodyear fingerprints folks in G-men detective campaign. il Sales Management 36:676 Je 1 '35

How to conduct prize contests to secure testimonial letters. J. Caples. Adv & Sell 25:32+ Je 6 '35

Makers of Joe Louis products start harvest in Negro markets. L. M. Hughes. Sales Management 37:324+ O 1 '35

New testimonial twist; arguments of brake servicemen adapted to sell by means of mailing piece. il Ptr Ink 170:55-6 Ja 3 '35

Quints endorse. W. H. Alderson. Ptr Ink 169: 54 D 27 '34

Science for sale; testimonials from professional men. T. S. Harding. il Ptr Ink Mo 30:36+ Mr '35; Discussion (Endorsement limited to factual statements). F. D. Snell. 30:44 Ap '35

Testimonial letters as effective direct-mail pieces. Ptd Salesmanship 64:273-5 F '35

Testimonial suit. Ptr Ink 171:12 Je 20 '35

Testimonials—and a text; farm-paper copy offers a moral to advertisers. A. H. Little. il Ptr Ink 171:17-18+ My 30 '35

Testimonials and comic strip cartoons sell house heating equipment and automatic water heaters in Arizona. L. S. Flint. il Am Gas J 143:35-6 Ag '35

Testing

See Advertisements—Testing

Themes

Calendaritis; Jan. 1 idea applied to advertising. T. H. Thompson. Ptr Ink 170:45+ Ja 31 '35

Lucky Strike, in friendly way, aims to restore sales dominance. L. M. Hughes. il Sales Management 36:257 Mr 1 '35

Mr Berwald absorbs pencils; advertising and laboratory can and should work together. E. Peterson. il Ptr Ink 171:21, 24-6 My 2 '35

Thrift appeal

Singer widens wardrobe plan as 1,000,000 women respond. L. M. Hughes. il Sales Management 37:452-3+ O 20 '35

Use appeal

One small advertisement; produces steadily increasing sales volume for $10 grinder. A. T. Dalton. il Ptr Ink 172:15-17, 20-1 Ag 29 '35

ADVERTISING copy writers

Another two-foot shelf. Ptr Ink 170:62 Ja 24 '35

Authors turn copy writers; Courtney Ryley Cooper, Corey Ford and Alastair MacBain help illuminate a booklet about bait. Ptr Ink 172:73-6 Jl 4 '35

Copy first; writing second. E. S. Green, jr. Adv & Sell 24:44 Ja 17 '35

Copy men I wish I didn't. S. K. Wilson. Ptr Ink 171:7+ Ap 18 '35

Copy writer can know his product too well. W. J. Weir. Ptr Ink 170:33-4 Ja 10 '35

Copy writer's confession. W. E. McFee. Ptr Ink 172:33-4+ Ag 1 '35

Copy writers I have known. R. Tinsman. Ptr Ink 170:7+ Ja 24 '35

Gabriel over the copy desk; satire. D. L. Teilhet. Adv & Sell 25:33+ S 12 '35

I've got an idea, but what shall I do with it? Ptr Ink 171:27-8+ My 2 '35; Replies. 171:58-60+ My 23 '35

Memorandum to copy and art departments. L. Beaton. il Ptr Ink Mo 30:28+ My '35

So they won't okeh it! six kinds of advertising copy critics. W. E. McFee. Ptr Ink 171:15, 17-19 Ap 25 '35

Salaries

What price good copy? fourteen agencies give details about writers' salaries and operating methods. B. A. Grimes. Ptr Ink 173:7+ O 17 '35

ADVERTISING cut-outs

Cutouts for children; unusual package ideas. il Ptr Ink 171:56-8 My 9 '35

Cutouts for high-price goods. il Ptr Ink 171: 63+ Je 27 '35

Three-dimension cutouts. il Ptr Ink 170:36 Ja 31 '35

ADVERTISING departments

Sales problem for an advertising department; distribution problem of a confectionery sales manager. Adv & Sell 24:26 Ja 31 '35

ADVERTISING departments—*Continued*

Sales promotion; how it differs from advertising as shown by experiences of nine manufacturers. Ptr Ink 173:41+ O 24 '35
What sales and advertising managers expect from each other. J. J. Frey and R. G. Landis. Adv & Sell 25:24+ S 12 '35

See also
Advertising managers

ADVERTISING ethics

Base suspicion. D. E. Rowan. Ptr Ink 170:28+ Ja 3 '35
Better business bureaus list fair practice point. Adv & Sell 24:57 Mr 28 '35
Come down or we shoot! warning to detractors of advertising and its defenders. F. S. Wilson. Ptr Ink 172:52-3+ Ag 8 '35
Counterfeit. A. Kallet. 95p $1.50 Vanguard press, New York '35; Review by C. B. Larrabee. Ptr Ink 171:29, 32-4 Je 6 '35
Criteria for evaluation of illustrative material for foods and nutrition teaching; excerpt. J. I. Rowntree. Adv & Sell 24:38 D 6 '34
Czars for advertising; A.N.A. promotes plan for self-regulation. Business Week p9 Ja 19 '35
Dentists and advertising; comments on Paying through the teeth by B. B. Palmer. C. B. Larrabee. Ptr Ink 172:65, 68-70 Jl 25 '35
Dr. Samuels protests; medical ethics as related to advertising. Ptr Ink 171:88-91 Ap 25 '35
FTC issues desist orders to misleading ads, manufacturers. Sales Management 36:330 Mr 15 '35
Friendly dentists regard many attacks on manufacturer as unjust. M. B. Massol. Ptr Ink 172:21+ Ag 8 '35
How honest is advertising? opinions of copy men assembled by Arthur H. Little. Ptr Ink 170:17-20, 25-6 Mr 28; 171:61, 64-6+ Ap 4; 59, 62-4 Ap 11 '35
Let's abolish them; three advertising phrases that annoy and mislead. A. Bradbury. Ptr Ink 172:68-70 Ag 15 '35
Letter of recommendation to advertising manager of the House of Kuppenheimer. G. L. Dyer. Adv & Sell 25:26 My 23 '35
Partners in plunder. J. B. Mathews and R. E. Shallcross. 450p $2.50 Covici, Friede '35; Review. Ptr Ink 170:56-7, 60 F 14 '35
Paying through the teeth. B. B. Palmer. 297p $2 Vanguard press, New York '35
Pink-cheeked professors; they can live without advertising. W. M. Porosky. Ptr Ink 171:47-8+ Je 6 '35
Retailer looks at advertising and selling. B. H. Namm. Adv & Sell 24:40 F 28 '35
Right to advertise. M. P. McNair. Ptr Ink 173:34-5 N 7 '35
Silk fabrics must come into court with clean hands. L. Rothschild. Rayon & Melliand 16:495-6 S '35
Trade commission reports on advertising. Ptr Ink 169:50, 52-3 D 27 '34
Voluntary vs. compulsory censorship. R. W. Johnson. Ptd Salesmanship 64:237-9 Ja '35
What the consumer wants in advertising. E. Raitt. Ptr Ink 173:74, 78-80+ N 7 '35; Same cond. Adv & Sell 26:38, 40+ N 7 '35
Why publishers police their advertising pages. E. H. McHugh. Ptr Ink 173:65, 68-9 O 31 '35
Will honest advertising sell medical products? A. R. Murray. il Adv & Sell 24:19-21 D 20 '34

See also
Advertising—Laws and regulations
Advertising, Fraudulent
Whispering campaigns

ADVERTISING federation of America

Annual convention, 31st. Ptr Ink 171:32-3, 36 Je 13 '35
First district re-elects. Ptr Ink 173:104 N 7 '35
Inferiority complex passes; A. F. A. convention calmly confident. P. H. Erbes, jr. Ptr Ink 171:28-9+ Je 20 '35

ADVERTISING literature

See also
Advertisements—Books and booklets

Bibliography

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Trade literature. Published in monthly numbers of Factory management and maintenance

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Advertising managers; some wise, some otherwise. R. Tinsman. Ptr Ink 171:7+ My 23 '35
Going over Hopkins' head. A. Wineburgh. Ptr Ink 170:45 F 28 '35
Industrial Da Vinci; Allan Brown. G. McMillan. Adv & Sell 24:29+ N 22 '34
Rubber stamp advertising manager. Adv & Sell 24:26-7+ Ja 3 '35

ADVERTISING mediums

Exposing fake media. Ptr Ink 170:101 F 7 '35
Eye versus ear in advertising: what do you think this test proves? poster and radio at Indiana state fair. F. R. Elliott. il Sales Management 36:196+ F 15 '35
Handwriting on a wall. P. Githens. il Adv & Sell 25:20-1+ Ag 15 '35
Industrial uplift shown. Ptr Ink 172:45-6+ S 26 '35
Is competitive promotion a service? W. A. Thomson. Adv & Sell 25:24-5, 63 O 24 '35
Just how do shifts in media affect cigarette sales? P. Arnold. il Sales Management 37:102-3, 127 Ag 1 '35; Discussion. 37:176, 224+, 288 Ag 15-S 15 '35
Factors in market testing; including selection and use of media. J. J. Boyle. Ptr Ink 172:37+ S 12 '35
Let's have peace in the media family. L. Bristol. Adv & Sell 24:23-5+ Mr 14 '35
Media, defend your clients. G. R. Hart. il Adv & Sell 25:24+ Ag 15 '35
Radio facsimile; a new advertising medium? O. H. Caldwell. il Adv & Sell 24:24+ Ja 31 '35
Radio versus space volumes. P. Frank. Adv & Sell 25:22, 40+ Ag 29 '35
Seasonal changes in advertising; peaks and valleys have varied contours for different media. L. D. H. Weld. Ptr Ink Mo 30:16-17+ Mr '35
Space buyer looks at promotion. B. Duffy. il Adv & Sell 24:25, 50 Mr 28 '35
Ten suggestions for better space buying. H. J. Prudden. Ptr Ink 172:15-17+ S 5 '35
Wanted—Queensberry rules for the media ring. J. J. Flanagan. il Adv & Sell 25:23+ Je 20 '35
What are the most responsive markets for food products? Sales Management 36:66-7+ Ja 15 '35
What form and style of advertising is most helpful in trust solicitation work. H. H. Page. Trust Companies 61:387-8 O '35

See also
Advertising, Soliciting of
Audit bureau of circulations
Electric signs
Moving pictures in advertising
Radio advertising
Stickers

Automobiles

Automobile is jobber's advertising medium; Home oil & gas co. il Nat Pet N 27:44 N 6 '35

College and school journals

Student newspaper advertising. U. N. Hoffman. 98p Laural bookcraft, Tacoma, Wash. '35

Farm papers

Farmer's Guide suit; its relation to advertising. I. W. Digges. Ptr Ink 169:65-6+ D 13 '34
Farmer's Guide wins suit. Ptr Ink 171:76 My 30 '35
P. I. advertising index; farm-paper linage. L. D. H. Weld. chart Ptr Ink 170:54-5 Ja 31; 63, 65 F 28; 92-3 Mr 21; 171:81+ Ap 18 '35

ADVERTISING mediums—Farm papers—*Cont.*

Rural and farm publications; commercial advertising linage for January listed under name of publication. Ptr Ink 170:108 F 21 '35 [cont monthly]

Insurance journals

Audit bureau of circulations head gives address to life advertisers. P. L. Thomson. Nat Underw (Life ed) 38:3+ D 14 '34

Irregular mediums

Hughes and More say 'no' to Mr. Gumm most firmly; prize letter refusing an advertising solicitation. Ptd Salesmanship 65:34-6 Mr '35

This so-called program advertising. P. E. Reed. il Burroughs Clearing House 19:16-18 Jl '35

Motor buses

Advertising revenue for the small bus operator; Santa Ana bus service arranged for convenience of public and maximum value to advertiser. W. P. Service. diag Mass Transportation 31:180-1 Je '35

Motor trucks

Trucks as advertising media. il Food Ind 7:141-2 Mr '35

Vacuum cleaning truck builds business; built by John Heyrich. il Sheet Metal Worker 26:279 Je '35

Why truck poster advertising? S. Bratesman. il Am Gas J 143:32 Jl '35

Newspapers

A, B, C schedules call for definite plan. C. D. Benner. Ptr Ink 171:33+ My 23 '35

A, B, C schedules depend on copy and markets. L. Gessner. Ptr Ink 171:17-20 My 9 '35

A, B, C schedules for large newspaper users. J. F. Quick. Ptr Ink 171:67-8 My 2 '35

Advertising compared with industrial activity; newspapers respond more quickly to industrial changes. L. D. H. Weld. charts Ptr Ink Mo 30:46, 50 My '35

All reading is voluntary; advertising does not compete with editorial pages. S. Vanderbilt. Ptr Ink 171:49+ Ap 18 '35

Canceled; poor position. Ptr Ink 171:25+ My 30 '35

Character of circulation as against mere size. W. E. Bowman. Ptr Ink 173:48+ O 17 '35

Does the builder get business from local newspaper advertising? A. J. Peel. Am Bld 57:58, 60+ My '35

Local markets and A,B,C newspaper lists. J. J. Boyle. Ptr Ink 171:43-4+ My 30 '35

Louisville & Nashville railway exchanges tickets for newspaper advertising. il Ry Age 99:581-2 N 2 '35

Making up A,B,C schedules for newspapers. M. Hacker. Ptr Ink 171:49-50+ Ap 25 '35

Newspaper advertising and department store sales; seasonal variation plotted for year. L. D. H. Weld. Ptr Ink Mo 30:42+ Je '35

Newspaper advertising during 1934. Ptr Ink 171:12 Je 6 '35

Newspaper offensive; 50 papers join forces to sell advertisers on the point of shopping medium. Business Week p16-17 S 7 '35

Newspaper R.O.P. color advertising expected to show big gains in 1935. Sales Management 36:26-7+ Ja 1 '35

Newspaper space buying as a seller sees it, by a national advertising manager. Ptr Ink 170:41, 44-5 Mr 14 '35

Position and pulling power; newspaper study. C. D. Benner. Ptr Ink 172:25, 28-9 Ag 8 '35

P. I. advertising index; newspaper linage. L. D. H. Weld. chart Ptr Ink 170:60-1 Ja 24; 52-3 F 21 '35 [cont monthly]

Profit in national rate; Brunswick-Balke-Collender company advertises free billiard lessons locally. A. M. Howe. Ptr Ink 170:7, 10+ Ja 31 '35

Straight-to-point copy, at cost of $4,500, sells $154,075 of insurance. Sales Management 36:364 Ap 1 '35

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There ought to be a law; newspaper space salesmen and what they shouldn't do. F. E. Carson. Ptr Ink 171:25+ Je 27 '35

This advertiser claims reps *un*-sold him on newspaper advertising. Sales Management 36:226 F 15 '35; Reply. J. T. Fitzgerald. 36:528 Ap 20 '35

300 largest advertisers in newspapers for 1934; linage gains over 1933. Ptr Ink 170:77-8+ F 28; 97-8+ Mr 7; 87+ Mr 14 '35

Two space buyers discuss A, B, C schedules. H. G. Selby. Ptr Ink 171:77-8 My 16 '35

What space buyers can learn from department stores. C. E. Haring. Adv & Sell 25:36 S 12 '35

See also

Advertising—Rates

Audit bureau of circulations

Periodicals

Advertising compared with industrial activity; newspapers respond more quickly to industrial changes. L. D. H. Weld. charts Ptr Ink Mo 30:46, 50 My '35

Advertising marksmanship; hits—3, misses—13. S. H. Giellerup. Adv & Sell 25:24+ Jl 4 '35

Catching eye of magazine readers; preferred positions, bleed pages and special layout devices. A. Glim, pseud. il Ptr Ink Mo 31:17+ S '35

Eleven companies start campaign to tell their part in U. S. life. Sales Management 36:23 Ja 1 '35

Largest magazine advertisers in 1934. Adv & Sell 24:22+ Ja 17 '35

Magazine advertising; individual appropriations of 211 companies in 109 media during 1934. Ptr Ink 170:81-3, 86 Ja 10 '35

Magazine and radio expenditures. Sales Management 36:107 Ja 15 '35 [cont monthly]

Magazine men would retain present agency plan. Ptr Ink 169:101-2+ D 13 '34

1934 investments in magazines, radio, by industries; tabulation. Sales Management 36:158 F 1 '35

Press vs. radio; Clark-Hooper announces first survey results. Business Week p10 F 9 '35

P. I. advertising index; magazine linage. L. D. H. Weld. chart Ptr Ink 170:32-3 Ja 17; 52-4 F 21 '35 [cont monthly]

Radio against the field. Business Week p12+ Ja 12 '35

Strategy; four points on which Westinghouse bases magazine program to advertise refrigerators. R. Bolin. Ptr Ink 171:25-8 My 9 '35

Why publishers police their advertising pages. E. H. McHugh. Ptr Ink 173:65, 68-9 O 31 '35

Women who are buying. 77p Good housekeeping, New York '34

Postage stamps

Stamp of approval; Steinway advertising. C. Corwin. il Adv & Sell 24:33 Mr 14 '35

Rating

When buying space—publication's editorial personality and habits should guide. R. Davison. Ptr Ink 170:39-40+ Mr 28 '35

Street railroad transfers

Sure-fire idea that failed; Siegel Cooper bought 1,000,000 advertisements a day on back of street car transfers. A. Wineburgh. Ptr Ink 170:89-90 Ja 24 '35

Telephone directories

Sales appeal in telephone directory advertising used by prominent bus companies. W. Parker. il Elec Traction 31:53-4 F '35

Trade journals

Bessemer and babies; eight ways to step-up business-paper copy. E. E. Irwin. Ptr Ink 172:63-5, 68-9 Ag 1 '35

Business papers appraised. E. G. Jacobi. Ptr Ink 170:81-4 F 14 '35

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Clay
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Self-liquidating plan for Oregon's coast highway bridges. C. B. McCullough. map Eng N 114:814-15 Je 6 '35

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New Hampshire awakens to possibilities of brick bridges; brick veneer over concrete. il Brick & Clay Rec 87:121 O '35

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Place concrete in sub-zero weather in Erie railroad viaduct at Elmira, N.Y. il Concrete 43:11-12 F '35

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Lumber
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Bleaching materials
Catalysts
Chemical industries
Chemical reagents
Chemistry, Medical and pharmaceutical
Chemistry, Technical
Drugs
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Dyes and dyeing—Chemistry
Insecticides
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Color
Combustion
Condensation, Chemical
Crystallization
Crystallography
Dissociation
Dyes and dyeing—Chemistry
Electrochemistry
Electrolysis
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Electrons
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Fermentation
Food—Chemistry
Foundry chemistry
Gases
Geochemistry
Halogens
Hydrolysis
Ions
Liquids
Metallurgy
Metals
Mineralogy
Mixtures
Molecules
Oxidation
Pharmacy
Photochemistry
Photographic chemistry
Physiological chemistry
Poisons
Poisons, Industrial
Radioactive substances
Reduction, Chemical
Rubber—Chemistry
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Solids
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Solvents
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Dye analysis
Electrochemical analysis
Gas analysis
Gravimetric analysis
Metallurgical analysis
Microanalysis
Oil analysis
Plants—Chemical analysis
Spectrum analysis
Sugar analysis
Textile analysis
Volumetric analysis

also subdivision Analysis under names of substances, e.g.

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Amines
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Carbon
Cellulose
Condensation, Chemical
Cyclic compounds
Diazo compounds
Essential oils
Esters
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also subdivision Commerce under names of countries, e.g. Great Britain—Commerce; United States—Commerce

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National electrical code

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See also

Radio communication
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Electric lines
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ELECTRIC workers

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Locomotives, Diesel
Locomotives, Gas and oil
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Motor boats
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Foam
Fumes
Gas
Gas analysis
Gas flow
Helium
Hydrogen

GASES—See also—*Continued*

Inflammable mixtures
Ionization, Gaseous
Joule-Thomson effect
Mine gases
Neon
Nitrogen
Oxygen
Ozone
Plants, Effect of gases on
Sewer gas
Smoke
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Vapors
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Argon
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Krypton
Neon
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GASHOLDERS. See Gas holders

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Automobile engines—Fuel
Automotive fuel
Gas and oil engines—Fuel
Gasoline handling
Gasoline service stations
Inflammable liquids
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Petroleum refining

Alcohol mixtures

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Kettleman gasoline plant capacity is increased by adding two units. L. P. Stockman. il Oil & Gas J 34:43 Ag 8 '35

Latest extracting methods applied in new Lucinda liquefied-gas plant. R. C. Conine. il plan Oil & Gas J 34:40 S 12 '35

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Natural gasoline plant employs modern methods profitably to process lean gas; Nueces refining co. N. Williams. il Oil & Gas J 33:11 N 22 '34

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New Sabine Valley natural gasoline plant to begin operations May 1. G. Weber. il Oil & Gas J 33:15 Ap 25 '35

New Shell natural gasoline plant processing 12,000,000 feet daily. N. Williams. il Oil & Gas J 33:11 Ja 17 '35

Phillips forms company to handle the new polymerization process. Oil & Gas J 34:26 S 5 '35

Pressure bases for gas on Indian lands unchanged. Oil & Gas J 33:84+ Ap 25 '35

Propane is used as refrigerant to obtain gasoline plant reflux. il Nat Pet N 27:20-1 Ja 2 '35

Reid vapor pressure natural gasoline blends must be accurately controlled. F. L. Kallam. il Oil & Gas J 33:60 Ap 4 '35

Remote indicator gauge assures supply for stabilizer feed pump; General petroleum corp. il Nat Pet N 27:22-3 Ja 2 '35

Skelly gasoline plant at Lyman employs efficient fractionation methods. G. Weber. il Oil & Gas J 33:18+ F 7 '35

Stage separation crude oil and gas mixtures. W. F. Matheny and others. diag Oil & Gas J 33:52, 54 My 2 '35

Texas gas law forcing readjustment in operation of three big industries. A. M. Rowley. il map Oil & Gas J 34:12-14 Ag 1 '35

Prices

Natural gasoline prices do not follow spot market for refinery motor fuel. Oil & Gas J 33:53 Mr 7 '35

Refiners improved relative earning position in first half of 1935. W. T. Ziegenhain. Oil & Gas J 34:108-9 Jl 25 '35

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Utilization of natural gasoline rises in 1934 to reverse four year decline. Oil & Gas J 33:36 Ja 24 '35

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Reid vapor pressure test procedure must be carefully followed. Oil & Gas J 33:90+ Mr 28 '35

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Gasoline hammer proves handy tool. il Elec W 105:82 Ja 5 '35

GASOLINE delivery

Dispatching system reduces costs; Milwaukee badger oil co. Nat Pet N 27:105 Mr 13 '35

GASOLINE handling

Close analysis of stock shrinkage losses necessary to the oil jobber in periods of narrow margins. M. Zuehlke. Nat Pet N 27:34-5 Ja 9 '35

Pump or gravity system used to fill storage tanks; Victor gas and oil co. il Nat Pet N 27:86 Mr 13 '35

Streamlining the truck flow system increases rate of discharge. il Nat Pet N 27:32, 34 Je 26 '35

Tank car improvement has simplified unloading and mixing Ethyl fluid. il diag Oil & Gas J 34:46+ S 12 '35

Two trucks serve 34 stations from 232,000-gallon bulk plant. J. W. Thompson. il Nat Pet N 27:41-2+ Mr 13 '35

Unload direct to trucks; Stewart oil co. Nat Pet N 27:112 Mr 13 '35

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Gasoline pumps
Gasoline service stations
Gasoline storage
Tank trucks

Safety devices and measures

Many new safety features in Hudson River terminal; Atlantic refining co. plant, Rensselaer, N. Y. J. W. Thompson. il Nat Pet N 27:89-90 O 16 '35

GASOLINE industry

Automotive situation points to new peak in 1935 gasoline demand. C. O. Willson. Oil & Gas J 33:16 Ja 17 '35

Gallonage and profits. W. H. Ferguson. Nat Pet N 27:34+ Ag 7 '35

New aviation grade Ethyl gasolines boost natural gasoline demand. A. S. James. Nat Pet N 26:17 D 26 '34

New Jersey Standard enters St Louis marketing its Esso brands. E. L. Barringer. il Nat Pet N 27:31-2 Ap 24 '35

GASOLINE industry—*Continued*

New marketing agreement considered by major companies in East; text of proposed agreement. Nat Pet N 26:23-6 N 21 '34

Petroleum outlook: marketing methods; danger of gasoline price wars. W. H. Garbade, jr. Annalist 46:259-60 Ag 23 '35

Tariffs and taxes; manufacturers, exporters are directly concerned in reciprocal negotiations. G. F. Bauer. Oil & Gas J 33:86 D 27 '34

Why stick to quality merchandise? J. Krawetz. Pet Age 29:9-10 My '35

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Farmers' cooperative oil associations
Gasoline—Prices
Gasoline pipe lines
Gasoline service stations
Oil bulk stations
Petroleum refining

Advertising

Basic ability; institutional campaign, Standard oil company of Indiana. Ptr Ink 171:64-5 Ap 25 '35

Complimentary copy; Standard oil company (Indiana) advertises cars. Ptr Ink 172:75 Jl 18 '35

Individuality first; Richfield oil corporation of New York. Ptr Ink 172:50 Ag 1 '35

Jobbers combine to advertise one brand of gasoline. Nat Pet N 26:36 N 28 '34

Jumbo. Ptr Ink 173:54 N 7 '35

Lively monthly, personal contacts gain new users for Mid-Continent. il Sales Management 36:334 Mr 15 '35

Marketer advertises neighborhood merchants in good will drive. J. W. Thompson. il Nat Pet N 27:40+ S 4 '35

Newspaper gasoline advertising; recent trends and copy tendencies. E. G. Stankey. il Nat Pet N 27:36-40 My 29 '35

Oil and philately; Sinclair dinosaur stamps. il Adv & Sell 26:34 N 7 '35

Oil companies increase advertising in drive to increase gallonage. E. G. Stankey. il Nat Pet N 27:34+ Jl 31 '35

Public projects a source for direct-mail ideas; Associated Oil takes bridges for copy theme. il Ptr Ink 170:114-16 F 14 '35

Radio gets 2,000,000 boys into flying clubs for oil companies. il Sales Management 36:688 Je 1 '35

Science and gas; Pan-Am newspaper advertising program hooks up Century of progress exhibits with product. il Ptr Ink 170:62 F 28 '35

Six-point dealer help program; Shell eastern petroleum products. il Ptr Ink 171:76-8 Je 6 '35

S.O. spectaculars, lighted signs tie in with daytime copy. L. B. Colby. il Sales Management 37:106+ Ag 1 '35

Teasers introduce gasoline; Aerotype Esso. Ptr Ink 169:96 D 6 '34

Texaco puts a circus on the air in biggest half-hour program. il Sales Management 37:478 O 20 '35

Three for Standard. Ptr Ink 171:44 Ap 11 '35

Unified Shell campaign. Ptr Ink 170:42 Mr 21 '35

Contracts

Ickes' lease and agency order covers precode contracts. C. Fahy. Nat Pet N 27:16 Ap 17 '35

Lease and agency held legal in principle, lease and license is questioned; text of letter from E. L. Davis to H. Ickes. Nat Pet N 27:19-20, 32C-32D, 33 Ap 24 '35

N.P.A. is neutral on marketing code because of its contract provisions. C. O. Willson. Oil & Gas J 34:30 S 26 '35

New commercial consumer contracts in region 3 effective Dec. 31. Nat Pet N 26:11-12 D 12 '34

New consumer contract plans adopted by some companies. Nat Pet N 26:23 D 19 '34

New refiner-jobber contracts for 1935 being drawn. Nat Pet N 26:17 D 19 '34

Oil independents get a break; Ickes issues order prohibiting exclusive retailing of lubricants and allowing retailers to cancel contracts. Business Week p20-1 Mr 16 '35

PAB holds lease and agency order covers all vendor contracts. Nat Pet N 27:23 Mr 13 '35

Laws and regulations

Nebraska's port of entry bill awaits Governor's signature. Nat Pet N 27:61 Ap 10 '35

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Statistics

Domestic demand for gasoline to reach new peak this year, A.P.I. estimate. Nat Pet N 27:17-19 Ag 28 '35

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Motor-fuel consumption, 1934; tabulation. Pub Roads 16:118-19 Ag '35

New gasoline record. Business Week p24 Ag 3 '35

Petroleum administrative board analyzes replies to questionnaire. H. D. Mallon. Oil & Gas J 33:15+ Mr 21 '35

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Survey of wholesale and retail trade in oil products by Census bureau. H. D. Mallon. Oil & Gas J 33:16+ D 6 '34

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Utilization of natural gasoline rises in 1934 to reverse four year decline. Oil & Gas J 33:36 Ja 24 '35

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Gasoline, Natural—
Statistics

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Break in ranks of California agency follows Supreme court decision. J. N. Westsmith. Nat Pet N 27:50 Ja 16 '35

California marketing pacts dropped, voluntary proration revived. J. N. Westsmith. Nat Pet N 27:27-8 Je 5 '35

California natural gasoline production registered slow, persistent decline. L. P. Stockman. il Oil & Gas J 34:123-4 N 7 '35

California tax income shows yearly increase. Oil & Gas J 33:31 Mr 7 '35

Working to stabilize California markets through production schedules. J. N. Westsmith. Nat Pet N 27:21-2 Je 19 '35

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Gasoline industry—
Pacific coast

Canada

Canada losing income as the result of higher import duties on oil products. Oil & Gas J 33:33 Mr 14 '35

Eastern states

Marketing agreement would control independent jobbers in East; text of agreement. Nat Pet N 27:11-12, 20C-20F Ja 16 '35

Trend of motor fuel volatility is still upward in Atlantic Coast area. A. E. Becker and A. D. Bauer. Nat Pet N 27:30, 32-4 My 8 '35; Same. Oil & Gas J 33:65-6 My 9 '35

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Les distributeurs d'essence en ce qui concerne la police de la voirie. A. Mestre. Génie Civil 106:117-18 F 2 '35

Germany

German gasoline. Business Week p33-4 Mr 9 '35

Iowa

Both jobbers and retailers in Iowa aim at market stabilization. E. L. Barringer. Nat Pet N 27:15-16 Jl 17 '35

Indiana Standard begins leasing all Iowa service stations because of chain store taxation. E. L. Barringer. Nat Pet N 27:24H My 29 '35

Iowa enters new marketing era as majors quit retailing. E. L. Barringer. Nat Pet N 27:11-12 Jl 3; 11-12 Jl 10 '35

GASOLINE industry—*Continued*

Italy

Cracking subsidized in Italy to improve gasoline output. Oil & Gas J 34:38 O 31 '35

Kentucky

Unloading barge through meter cuts losses for Kentucky marketer. il Nat Pet N 27:84 O 16 '35

Michigan

Austins testify they were nagged before they sold Sunny Service; hearing before investigating committee. F. P. Bruce. Nat Pet N 27:15-16 O 23 '35

Bird's eye view of the Michigan inquiry. H. J. Hatch. Nat Pet N 27:40-2+ N 6 '35

Former Standard employe charges price agreements existed in Michigan; hearing before investigating committee. F. P. Bruce. Nat Pet N 27:17-18 O 30 '35

Michigan legislative committee digging into Sunny service oil co. deal. V. B. Guthrie. Nat Pet N 27:11-12+ O 2 '35

Wounds of gallonage battle in Michigan bared in its legislative probe. il Nat Pet N 27:19-27 S 18 '35

North Dakota

North Dakota jobbers meeting, June 11. Nat Pet N 27:17 Je 19 '35

Nova Scotia

Board to limit city gasoline licenses to service stations and garages. Nat Pet N 27:16 Ja 16 '35

Pacific coast

California agency files suits to test validity of marketing agreement. J. N. Westsmith. Nat Pet N 26:16D N 28 '34

California agreements being revised as sought in Marshall report. J. N. Westsmith. Nat Pet N 27:17-18 Ap 17 '35

Cash penalties for violations placed in new California agreement. Nat Pet N 27:24E-24F My 15 '35

Pacific Coast agency members are signing supplemental clause. L. P. Stockman. Oil & Gas J 33:12 Ap 25 '35

Pacific Coast petroleum agency forbids deliveries by agency members to price cutters. Nat Pet N 27:15 Mr 6 '35

Pacific Coast refiners and marketers ordered by Ickes to clean house. J. N. Westsmith. Nat Pet N 27:11-12+ Ap 10 '35

Wilshire defends overproduction as intrastate business. J. N. Westsmith. Nat Pet N 26:20D-20E D 12 '34

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Battle of the brands. H. F. Woods. Barron's 15:7 Ag 19 '35

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Dealer's place in the picture. B. I. Graves. Am Pet Inst Proc 15(2):56-9 '34

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Many factors operating to aid natural gasoline market in 1935. W. T. Ziegenhain. Oil & Gas J 33:16+ Ja 10 '35

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Only four rules needed in marketing section of oil industry code. A. J. Byles. Nat Pet N 26:24T, 25-6+ N 14 '34; Same. Oil & Gas J 33:81+ N 15 '34; Same. Am Pet Inst Proc 15(1):6-10 '34

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Present scene in oil. W. T. Holliday. Nat Pet N 27:19-23 Ag 7 '35

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U. S. to consolidate gasoline purchases and ask bids by states or zones. A. M. Petty. Nat Pet N 27:7-8 F 6 '35

Zone bidding plan to be tried second time by government. Nat Pet N 27:14 Mr 20 '35

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Atlantic refining company

Farmers' cooperative oil associations

Wisconsin

Complaint against co-op. considered by Wisconsin markets department. Nat Pet N 27:31 My 22 '35

Does not know his marketing costs; charges against the Oshkosh shipping association. E. L. Barringer. il Nat Pet N 27:21-2 My 1 '35

Jobbers at Milwaukee hearing ask government control. E. L. Barringer. Nat Pet N 26:20E-20F D 5 '34

Wisconsin managers for Major oil co. testify they are not advised on costs. E. L. Barringer. Nat Pet N 27:11-15 O 16 '35

GASOLINE pipe lines

Champlin may connect gasoline pipe line with Phillips system. W. T. Ziegenhain. Oil & Gas J 33:16 Ap 25 '35

Champlin to lay 250 mile gasoline pipe line from Enid, Okla. into Nebraska. W. T. Ziegenhain. map Oil & Gas J 33:11 Mr 7 '35

Combination of pipe line and tankers is used effectively in California. il Oil & Gas J 34:140+ N 7 '35

Fifty miles of 3-inch gasoline line is reconditioned in field by Magnolia. N. Williams. il Oil & Gas J 34:15-16 O 17 '35

Gasoline carriers have problems not encountered in crude pipe lines. il Oil & Gas J 34:117-19 O 24 '35

Important steps in preparing oil precede pipe line transportation. L. P. Stockman. il Oil & Gas J 33:13+ D 13 '34

Methods of operating a gasoline pipe line carrying different products. il map Oil & Gas J 34:96, 98-100 O 24 '35

New Champlin line to make further inroads into railroad business. A. S. James. Nat Pet N 27:120 Mr 13 '35

New Cimarron Valley gasoline line starts deliveries in June. W. T. Ziegenhain. il Oil & Gas J 34:12 My 30 '35

Practicability of gasoline pipe lines is proved with early extension likely. il maps Oil & Gas J 34:82, 84 O 24 '35

Unusual difficulties are encountered in laying Keystone gasoline line. R. C. Conine. il map Oil & Gas J 34:22 S 5 '35

Maps

Oil and gas journal's map of California fields and pipe lines, drawn by E. C. Jacobson. Oil & Gas J 34:58-9 N 7 '35

GASOLINE pipe lines—*Continued*

Pumping stations

Factors that enter purchased electric service for pipe line station use. W. H. Stueve. Oil & Gas J 34:104+ O 24 '35

GASOLINE pump manufacturers' association

Pump manufacturers show benefits of co-operation. G. D. Moore. Pet Age 29:13-14 Ap '35

GASOLINE pumps

Expect gasoline pump sales in 1935 to triple last year's sales. Nat Pet N 27:24F Ap 3 '35

15 per cent business increase due to computing pumps; Preston service station. il Nat Pet N 27:112 Mr 13 '35

Heat-treated glass for pumps. Pet Age 29:28 Je '35

National conference on weights and measures adopts code for pumps. Nat Pet N 27:34 Je 12 '35

New computer pumps speed delivery, increase customer confidence. G. D. Moore. Nat Pet N 27:81-3+ Je 5 '35

Station-master gasoline pumps. il Pet Age 29:34 Mr '35

Test proves sales power of computing pumps; Baker oil co. il Nat Pet N 27:100 Mr 13 '35

Advertising

And now the gas pump. il Ptr Ink 170:77+ F 14 '35

GASOLINE research

Chemical constituents of gasoline separated in A.P.I. project. F. D. Rossini. Oil & Gas J 33:61-2+ My 16 '35

Disulfides decrease susceptibility of motor fuels to lead. W. A. Schulze and A. E. Buell. Nat Pet N 27:25-6+ O 9 '35; Same. Oil & Gas J 34:22-4 O 10 '35

Fuels for aircraft engines. E. L. Bass. il diags Roy Aeronautical Soc J 39:879-935; Discussion. 936-62 O '35

Progress of naphthology, 1934; light distillates. J. S. Jackson. bibliog Inst Pet Tech J 21:371-4 My '35

GASOLINE service stations

Appealing station gets the transient trade; White Horse service station. il Nat Pet N 27:72 O 9 '35

Broadcasting low temperature in Duluth brings business to oil marketer; Northern oil co. V. B. Guthrie. il Nat Pet N 27:32-4 Ag 28 '35

Children's hospital sponsors Buffalo station opening. Nat Pet N 27:39-40 O 9 '35

Faster driving on country highways to influence station operations. V. B. Guthrie. il Nat Pet N 27:33-4 S 11 '35

Gasoline as sideline provides market for benzol; stations operated by Sloss-Sheffield steel & iron co. il Pet Age 29:20-1 Ag '35

Goodyear-Wende opens new station in exclusive area. il Pet Age 29:30+ O '35

Illinois jobber operates only gasoline and oil department of one-stop unit. E. L. Barringer. il plan Nat Pet N 27:45-6 Ap 17 '35

Modernize Main street competition; automotive sales-and-service station; with design and plans. Am Bld 57:66, 69 O '35

Modernize-Main-street competition awards; automotive sales and service station; with designs and plans. Arch Rec 78:255-66 O '35

New sales taxes complicate duties of station men. Nat Pet N 26:13 D 26 '34

Random notes of a rambling tourist in New England. W. C. Platt. il Nat Pet N 27:31-4+ S 4 '35

Shiplike service station on old fisherman's wharf in San Francisco harbor. il Comp Air M 40:4740 My '35

Stationless service station features quick delivery and less plus service. J. W. Thompson. il Nat Pet N 26:30-1 D 12 '34

Summer conditioning service can bring 14 cents per gallon profit to 1000 gallon station. Nat Pet N 27:36+ My 8 '35

20 years of drive-in stations; Jenney manufacturing co. il Nat Pet N 27:98-9 Je 5 '35

Unkempt plaza in heart of town replaced by modern station, Fort Smith, Ark. A. S. James. il Nat Pet N 27:32 F 13 '35

Virginia marketer does $350,000 business with two stations; Master auto service corp. J. W. Thompson. il Nat Pet N 27:44+ My 8 '35

Waiting room decorations attract customers. il Nat Pet N 27:39-40 Ap 17 '35

Advertising

California operator uses mailing card. Pet Age 29:27 Ja '35

Personalizing service in advertisements brings 'em in. il Pet Age 28:24 D '34

Picture post cards get business for station. il Nat Pet N 27:48 Ap 3 '35

Unusual advertising method makes new station quick success; Associated oil co, San Francisco. il Nat Pet N 27:92-3 Je 5 '35

Automobile accessories

Accessories increase gasoline sales; Baron-Huot oil co. E. L. Barringer. Nat Pet N 27:70 Ap 24 '35

Air location effects sales of tires. Nat Pet N 27:71 Mr 13 '35

Applies chain grocery merchandising ideas to sale of accessories. il Nat Pet N 27:34-5 O 2 '35

Best selling months for tires, gasoline and batteries. Nat Pet N 27:46+ Ap 24 '35

Billboard advertising and systematic follow-up aid battery sales; Bailey & Grant. J. W. Thompson. il Nat Pet N 27:38-9 Jl 3 '35

Budget selling furnishes additional aids, attracts new class of customers; merchandising program of the Johnson high test oil co, Freeport, Ill. E. L. Barringer. il Nat Pet N 27:36-7 O 30 '35

Display stand sells 50% of total accessories. R. M. Thomas. Pet Age 29:26-7 Ja '35

Doing the unusual brings growth to North Carolina jobber; Quality oil co. J. W. Thompson. il Nat Pet N 27:56-8 Ap 24 '35

Dressed-up salesman sells spring inspection while gas tank is filled. A. S. James. il Nat Pet N 27:50-1 Ap 24 '35

Dulaney sells more merchandise to old customers. il Pet Age 29:11+ Jl '35

Firestone survey gives sales ratio of accessories to gasoline. Nat Pet N 27:34+ My 15 '35

Gasoline pumps only feeders for other station sales; Crawford's auto shop. il Nat Pet N 27:32 My 29 '35

Jobber concentrates tires, batteries in one-stop station. il Nat Pet N 27:84 Ap 24 '35

Merchandising allied products pays dividend for Valley View oil co. il Pet Age 29:32-3 O '35

Million-dollar market challenges service station merchandisers. Pet Age 29:25 Mr '35

Name of customer, record of his car, address of customer increase tire sales 100%. Nat Pet N 26:39-40 D 19 '34

Ohio marketer sells satisfaction first, products second; Carson oil co. il Nat Pet N 27:90+ Ap 24 '35

Oil industry is considering tire time payment plan. Nat Pet N 27:46 Ap 3 '35

Policy on merchandising accessories of oil companies is criticized. R. M. Bowes. Nat Pet N 27:38 My 8 '35

Pulse taker sells more batteries. il Nat Pet N 26:26-7+ N 28 '34

Sales of oil filters start on the drive. Nat Pet N 27:38 Je 12 '35

Selling tires at stations. il Nat Pet N 27:32+ Mr 20 '35

Sleet storm boosts sale of windshield items. Nat Pet N 27:78 Ap 24 '35

Station man gets retail margin on tires; oil company the wholesale margin. A. S. James. Nat Pet N 27:34+ F 6 '35

Station operator considers new car buyer hot prospect for tire sale. Nat Pet N 27:65 Ap 24 '35

Station's sales quotas based on car's needs per 1000 gallons of gas. F. T. Holsumback. il Nat Pet N 27:38-9 F 20 '35

Systematic reading of speedometers boosts oil filter sales 100 per cent. J. W. Thompson. il Nat Pet N 27:86 Ap 24 '35

GASOLINE service stations—Automobile accessories—*Continued*

Tire, accessory sales effort concentrated on salesmen; Johnson high test oil co. Nat Pet N 27:80, 82 Ap 24 '35

To sell spark plugs; first become a detective. Nat Pet N 27:43-4 Ap 10 '35

Unusual dealer co-operation plan doubles marketer's tire sales; Pearl oil co. of Bowling Green, Ohio. J. W. Thompson. il Nat Pet N 27:48, 50 S 18 '35

Visible display in attendants' hands stimulates sales of accessories. J. W. Thompson. Nat Pet N 27:56 My 22 '35

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Gasoline service stations—Tire company stations

Automobile dealers' stations

Changes in automobile selling and repairing reflected in neighborhood stations. E. L. Barringer. Nat Pet N 27:34+ Ja 16 '35

Ford only car manufacturer supporting dealer neighborhood stations. E. L. Barringer. il Nat Pet N 27:30-2 Ja 9 '35

Chain stations

Avalanche of chain store tax bills hits the state legislatures. Nat Pet N 27:13-14 F 6 '35

Demonstration at Capitol is futile against Iowa chain tax law. E. L. Barringer. Nat Pet N 27:17-18 My 8 '35

Gas chain tax O.K; Supreme court decision. Business Week p6 Ja 19 '35

Indiana's revenue from chain tax is constantly diminishing. Nat Pet N 27:31 Jl 31 '35

Iowa enters new marketing era as majors quit retailing. E. L. Barringer. Nat Pet N 27:11-12 Jl 3; 11-12 Jl 10 '35

Michigan court upholds exemption in chain store tax law. Nat Pet N 27:16 Mr 20 '35

North Carolina chain tax effective June 1. Nat Pet N 27:26 My 29 '35

U. S. Supreme court gives states power to tax chains out of business; suit brought by Standard oil company of New Jersey to recover taxes in West Virginia; text of decision. Nat Pet N 27:7-8, 17-19 Ja 16 '35

Cleanliness

33 good housekeeping hints for the station operator. il Nat Pet N 27:38, 40 My 15 '35

Construction and design

Accessory sales increase 50% in new station with adequate show windows; Bossman Pennzoil station, Cleveland. il Nat Pet N 27:94-5 Je 5 '35

Automobile service stations; views. Architecture 72:101-2 Ag '35

Better display facilities, easier access secured by modernizing station. il Nat Pet N 27:46+ Jl 24 '35

Bringing architectural beauty to automobile service stations; Gulf refining co. embarking on ambitious remodeling program. E. H. Sykes. il Brick & Clay Rec 85:196-7 D '34

Business spurts when modernized enamel steel station replaces ugly three-story building. il Nat Pet N 27:35-6+ Mr 13 '35

Colonial Beacon introduces revolving service station. Oil & Gas J 33:27 Ja 10 '35

Complete station and office headquarters in 2-story building 38 by 25 feet; Milwaukee badger oil co. il Nat Pet N 27:80 Mr 13 '35

Concealed lamps add effective lighting. il Nat Pet N 27:36 Jl 10 '35

Esso rotary servicenter. il Adv Arts p32 Mr '35

Esso tries rotary filling stations for downtown gas trade. il Sales Management 36:109 Ja 15 '35

Face-lifting operation helps station sales; Shook & Fletcher supply co. il Nat Pet N 27:85-6 Mr 13 '35

Gas station at Jones Beach state park; view and plans. Arch Rec 77:354-5 My '35

How jobber built World's Fair station on narrow lot. E. L. Barringer. il Nat Pet N 27:48-9 Ap 10 '35

If you are going to remodel. R. A. M. Anderson. Pet Age 29:13-14 Ja '35

If you're going to build. R. A. M. Anderson. il Pet Age 29:13-15 F '35

In appearance a modern service station, actually a headquarters building; Lubrite division of Socony-Vacuum oil co. il plan Nat Pet N 27:33-4+ Mr 27 '35

Jobber bids for tourist business with period type of station near Fort Peck dam. E. L. Barringer. il Nat Pet N 26:41-2 N 14 '34

Limited ground space results in efficient layout of Los Angeles station. J. N. Westsmith. il Nat Pet N 27:90 Je 5 '35

Lubritorium service and equipment are featured in station design. il Nat Pet N 27:40 Je 19 '35

Makes window display of car lubrication department; Fred Kistler oil co. il Nat Pet N 27:48 Mr 13 '35

Marathon station, Oklahoma City, modernized in keeping with civic improvement program. A. S. James. il plan Nat Pet N 27:96+ Jl 5 '35

Modern design with equipment in keeping attracts business. il Nat Pet N 27:50-2+ Mr 13 '35

Modernization pays big dividends; station of the National refinery co, Cleveland. il Nat Pet N 27:87 Je 5 '35

Modernized front economical and profitable. il Nat Pet N 27:33 Jl 31 '35

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One lift serves for both washing and greasing; Fred Kistler oil co. il Nat Pet N 27:92 Mr 13 '35

One-stop station remodeled; Johnson high test oil co, Freeport, Ill. E. L. Barringer. il Nat Pet N 27:88-9 Je 5 '35

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Revolving auto service station. il Sci Am 152:260 My '35

Service station trimmed with glass gives night-time illumination; Gilmore oil co. station, Los Angeles. il Nat Pet N 27:68+ Mr 13 '35

Sinclair service station, Scarsdale, New York; views and plans. Am Arch 146:47-8 F '35

Small town station provides for expansion of building. il Nat Pet N 27:48 Jl 3 '35

Station rebuilt while new paving is laid; East Gate station of the Glidden oil co. at Clay Center, Kan. il Nat Pet N 27:40 Mr 27 '35

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Two-level station in Michigan serves two highways; Tuomy Hills station. il Nat Pet N 27:30 S 25 '35

Two modernized service stations more than double profits. S. A. Covert. il Nat Pet N 27:34, 36-8 Ja 23 '35

Will Rogers can now buy his gas in style; $4,000 alteration job at Claremore, Okla. il Am Bld 57:52 My '35

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What does it cost to build a modern station? plan Nat Pet N 27:54-5 Je 5 '35

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Station operator adds Diesel fuel for truckers; Metropolitan service station, Los Angeles. il Pet Age 29:27 Mr '35

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Drive materials; three principal types of surfacing for service station drives. R. A. M. Anderson. il Pet Age 29:15-16 Ap '35

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Economic effect of proposed "employe" definition. R. H. Fletcher. Nat Pet N 27:16-18 Ja 30 '35
Ickes rejects oil industry's views in adopting employe definition. A. M. Petty. Nat Pet N 27:11-12 F 20 '35
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Men working in uncontrolled stations not employees of supplying company. Oil & Gas J 33:32 F 21 '35
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Smile—and sell oil. Pet Age 29:17-18 F '35
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Code ban on loaning of equipment still observed by majors. Nat Pet N 27:16-17 Ag 14 '35
Modern equipment corporation accessible electric lift. il Pet Age 29:34 O '35
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Tankless hydraulic lift has two elevating rams. Steel 97:33 Ag 12 '35
24-hour station cuts lighting cost by installing own generator. il Nat Pet N 27:40 Jl 3 '35

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Loans for service station modernization can be made through Uncle Sam. Nat Pet N 27:100-1+ Je 5 '35

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Deep cultivation of shrubbery now will improve summer growth. J. B. Kelly. il Nat Pet N 27:44+ Ap 3 '35

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Service station heating unit sells fuel oil. il Nat Pet N 27:68 Je 5 '35

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Gasoline and oil dispensing facilities out of way of other servicing; station of Standard of Indiana at Grand Rapids, Minn. V. B. Guthrie. il Nat Pet N 27:36+ S 25 '35

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Ickes' lease and agency order covers precode contracts. C. Fahy. Nat Pet N 27:16 Ap 17 '35
Lease and agency bobs up to prevent approval of proposed new code. A. M. Petty. Nat Pet N 27:11-12 S 25 '35
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Budget selling furnishes additional aids, attracts new class of customers; merchandising program of the Johnson high test oil co, Freeport, Ill. E. L. Barringer. il Nat Pet N 27:36-7 O 30 '35

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George Carroll wins and holds confidence. Pet Age 29:15-17 Ja '35

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Making big show of little things builds service station business. Pet Age 29:13+ Jl '35

Ohio marketer sells satisfaction first, products second; Carson oil co. il Nat Pet N 27:90+ Ap 24 '35

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Sells teakettles, mops and cookie jars to bring in the gasoline trade; service stations of P. S. Carlton. V. B. Guthrie. il Nat Pet N 27:43-5 S 18 '35

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Color in the modern station. N. M. Mainpa. Nat Pet N 27:62+ Je 5 '35

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Require property damage cover to write auto public liability. Nat Underw 39:29+ Ja 24 '35

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All companies are turning down dust storm claims. Nat Underw 39:1 Ap 11 '35

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Insurance, Motor truck
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Court holds mortgagee should be party to application for umpire. East Underw 36:25 Ag 16 '35

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Committee to study the plan; pro rata adjustment endorsement. A. J. Smith. Nat Underw 39:4+ Mr 28 '35

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Insurance, Fire—
Moral hazard

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INSURANCE, Forgery

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Bankers' blanket bond

INSURANCE, Fraternal. See Benefit societies

INSURANCE, Fur

Fur floater loss stories that should aid sale of this cover. East Underw 36:22 N 1 '35

Jewelry and fur lines offer agents chance for more income. East Underw 35:31 N 23 '34

Jewelry, furs, personal effects all risks cover. E. G. Shirpser. Weekly Underw 132:378-81 F 23 '35; Excerpts. East Underw 36:36-7 F 22 '35

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Corporation to write hospitalization plan; Associated hospital service of New York. East Underw 36:8 Mr 15 '35

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47% of group policies were sole insurance. East Underw 36:9 Jl 12 '35; Weekly Underw 133:76 Jl 13 '35

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Health and accident underwriters conference
Insurance, Hospitalization

Adjustment of claims

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Insurance, Fine arts
Insurance, Fur
Insurance, Furriers' customers
Insurance, Jewelry
Insurance, Motor truck contents
Insurance, Personal effects

Adjustment of claims

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See also

Insurance, Automobile
Insurance, Druggists' liability
Insurance, Employers' liability
Insurance, Fire—Liability property damage policies
Insurance, Malpractice liability
Insurance, Manufacturers' and contractors' property damage liability
Insurance, Manufacturers' and contractors' public liability
Insurance, Motor truck
Insurance, Owners', landlords' and tenants' public liability
Insurance, Product liability
Insurance, Workmen's compensation

Adjustment of claims

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Accident prevention and insurance. E. R. Kropp. Edison Elec Inst Bul 3:203+ Je '35

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See also

Abraham Lincoln life insurance company
Annuities
Benefit societies
Insurance, Business
Insurance, Group
Insurance, Industrial
Insurance trusts
Lincoln national life insurance company
Mortality
Mutual benefit life insurance company
National association of life underwriters
Savings banks—Insurance departments

Accounting

Accounting for business life-insurance. D. G. Knapp. J Account 59:179-85 Mr '35

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Adjustment of claims

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Declaratory judgments in cases of controversy. J. C. Jones. Weekly Underw 132:1153 Je 8 '35

Defendant companies lose Comfort contest. Weekly Underw 132:302 F 9 '35

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Expiration of contestable period held not to bar defense that deceased was never insured because of impersonation. Weekly Underw 132:968 My 11 '35

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Suicide presumption in life and accident cases; abstracts. R. B. Montgomery, jr. Weekly Underw 133:375 Ag 31 '35; East Underw 36:13 Ag 30 '35

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Advertising as a sales builder; abstract. H. Koch, jr. East Underw 36:27 O 4 '35

Advertising can broaden current insurance appeal; abstract. J. A. Stevenson. East Underw 36:27 O 4 '35

Advertising for prestige building. H. E. North. Ins Field (Life ed) 64:6 O 4 '35; Excerpt. East Underw 36:28 O 4 '35

Advertising programs must mesh with all sales efforts; abstracts. J. A. Stevenson. Ins Field (Life ed) 64:4 My 17 '35; East Underw 36:8 My 17 '35; Nat Underw (Life ed) 39:9 My 17 '35

Amateur ad writer produces fine copy; wins contest. East Underw 36:10 Ap 12 '35

Bankers life of Iowa starts national ads. East Underw 35:9 N 16 '34

Canadian institutional advertising combats radical thought. J. Nelson. East Underw 35:6 N 23 '34

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Direct mail ads plow the field, but agent is harvester. S. M. Gamble. East Underw 36:18+ Je 14 '35

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Equitable ad asks public to tell it of insurance needs. East Underw 36:1+ Ja 18 '35

Equitable window displays attract prospects from street. il East Underw 36:13 S 13 '35

Fitting the agent into plans for company's direct mail campaigns; Massachusetts Mutual. East Underw 36:3 Ag 2 '35

Good results achieved by Equitable society from its classified ads; abstract. A. H. Reddall. East Underw 36:28 O 4 '35

Graphic selling arguments; examples of effective use of pictures in life company advertising. Weekly Underw 132:50-4 sec 2 My 11 '35

Guardian Life to enter national advertising. East Underw 36:5 F 8 '35

Had prospects buy magazine; Bankers of Iowa agents sent out nickels for purchase of Saturday evening post containing ad. East Underw 35:6 N 23 '34

How direct mail helps selling. D. J. Murphey. East Underw 36:16 Je 7 '35

How much should a life company spend for printing and advertising? R. G. Richards. East Underw 36:3 Je 21 '35

How to find novelties that click. J. M. Ehle. East Underw 36:10 My 3 '35

Increase in national advertising analyzed by ad conference group. East Underw 35:11 D 21 '34

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Life advertisers association 3d annual meeting, Swampscott, Mass. Ins Field (Life ed) 64:5-6+ O 4 '35; East Underw 36:3+ O 4 '35; Nat Underw (Life ed) 39:1+ O 4 '35; Weekly Underw 133:642+ O 5 '35

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Life insurance week poster stresses policy ownership. Spectator 134:20 Mr 28 '35

Metropolitan starts ad safety campaign. East Underw 36:13 Mr 15 '35

Mutual Benefit to advertise nationally. East Underw 35:6 D 28 '34; Same. Spectator 133:13 D 27 '34; Same. Weekly Underw 132:72 Ja 5 '35

National advertising backs up field men in presenting message to prospects. C. Lindley. il East Underw 36:67+ pt 2 S 13 '35

National advertising of life insurance. C. B. Larrabee. il Ptr Ink Mo 31:19-20+ Ag; 22-3+ S '35

New England's ad campaign. W. A. Gilman. East Underw 36:8 Ap 5 '35

Price advertising; Guardian Life closes one out of nine inquiries. il Ptr Ink 173:85-6+ N 7 '35

Related tools for selling; Northwestern mutual life insurance company. W. R. Chapman. il Ptr Ink Mo 31:16-18+ N '35

Round table at Chicago views advertising trends. East Underw 36:13 My 31 '35

Sales promotion through direct mail advertising; Massachusetts Mutual Life. J. C. Behan. il Weekly Underw 132:24-5 sec 2 My 11 '35

INSURANCE, Life—Advertising—*Continued*

Scare copy helps to produce results. S. M. Gamble. East Underw 35:16 N 16 '34

Southern round table of the Life advertisers association. Weekly Underw 132:903+ My 4 '35; East Underw 36:3-4 My 3 '35

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Survey of the expenditures of life insurance companies in the United States for advertising during 1934. East Underw 36:3 O 4 '35; Same. Spectator (Life ed) 135:16 O 17 '35

Survey shows need of more vivid education on life insurance. W. Buchen. East Underw 35:6+ N 30 '34

These letters yield 81%; personalized three ways; General American life insurance company, St Louis. E. D. Rich. Ptr Ink 170: 49+ Mr 14 '35

This year's ads best ever done. A. H. Reddall. East Underw 36:15 S 20 '35

Tough farm market; insurance company specializes in its rural advertising and interests its agents. W. R. Chapman. Ptr Ink 173:25+ O 17 '35

Two Travelers ads that made hits. il East Underw 36:19 Mr 29 '35

What life insurance company advertising really does. E. Schofield. East Underw 36: 3+ N 1 '35

Agents

Actual cases show what is real lead. K. H. Mathus. Ins Field (Life ed) 63:9 N 30 '34

Advantages in smaller city. Nat Underw (Life ed) 39:3+ Ag 23 '35

Advice on digging out of a slump. F. H. Davis. East Underw 35:10 N 16 '34

Advises always to assume that prospect is going to buy. R. G. Engelsman. Nat Underw (Life ed) 39:23 F 15 '35

Allen & Schmidt agency to celebrate ninetieth anniversary. East Underw 36:5 S 20 '35

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Are you a good boss? H. P. Bickley. Spectator 134:6-7 Ja 17 '35

Are you a lion or a lamb? W. Slick. Spectator 134:11 Mr 14 '35

Avoids an argument and makes the sale. R. P. Thorp. Ins Field (Life ed) 64:19 O 25 '35

Be yourself. G. H. Langmuir. Ins Field (Life ed) 64:4+ O 25 '35

Between interview and doctor. J. G. Sigmund. Ins Field (Life ed) 64:4 Mr 22 '35

Big producer does not sell; instead lets prospects buy. T. L. Johnson. Ins Field (Life ed) 64:19 O 25 '35

Big producer tells value of clientele. L. A. Spenser. Ins Field (Life ed) 64:9-10 Ag 2 '35

Break often comes at most discouraging moment. T. M. Simmons. East Underw 36:3 N 8 '35

Brooklyn agency holds clinics on its members. East Underw 35:15 D 7 '34

Center of influence method of prospecting is explained. A. J. Johannsen. Nat Underw (Life ed) 39:27 Mr 15 '35

Changed style of canvassing. E. L. Spain. East Underw 36:8 Ag 23 '35

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Commingling of policyholders' funds in pool proves powerful sales appeal. W. Tresckow. Nat Underw (Life ed) 38:2 D 21 '34

Control of time, self confidence and careful selection of prospects factors that are definite selling aids. M. Hemmendinger. Weekly Underw 132:306+ F 9 '35

Correct prospecting and intelligent presentation. M. L. Woodward. Ins Field (Life ed) 64:10 O 4 '35; Abstract. Nat Underw (Life ed) 39:9 O 4 '35

Daily planning aids consistent production. R. L. Beamer. Ins Field (Life ed) 64:9 O 4 '35

Daniel Auslander, million dollar producer, uses business methods. East Underw 36:15 Ja 11 '35

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Effective approach to open cold interviews with fairly prosperous men over 35. H. Josephson. Nat Underw 38:23 N 30 '34

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Efficient answering of the prospect's objections facilitates the close. R. L. Tatum, jr. Weekly Underw 133:263 Ag 10 '35

Executive declares agents' future now brighter than ever. W. Montgomery. Ins Field (Life ed) 64:9 F 1 '35

Executives address Woods agency in New York at fifty-fifth anniversary. East Underw 36:13+ N 8 '35

Expanding meaning of life insurance keynote of New York city sales course. East Underw 36:7 Ja 25 '35

Fear ye, fear ye: or, why be afraid? K. H. Mathus. Spectator 134:7 Mr 14 '35

Field man's problem; abstract. G. Hill. Ins Field (Life ed) 64:10 N 1 '35

Five lacks as causes of failure among life underwriters. A. T. Haley. Weekly Underw 132:309 F 9 '35

Fools rush in. G. A. Adsit. Spectator (Life ed) 135:8 O 31 '35

43 companies have signed agency practices pact. East Underw 36:13 My 17 '35

Four primary points of modern insurance production psychology. J. C. Bowen. East Underw 36:3 O 18 '35

Giving the answers. R. M. Stevenson. East Underw 36:17 My 17 '35

Going broke waiting for a break. W. Slick. Spectator (Life ed) 135:24 S 5 '35

Gold book of life insurance selling. il East Underw 36:11-138 pt 2 S 13 '35

Gooseflesh preferred; the life insurance salesman who can talk stocks and bonds. H. C. France. Spectator 134:6-7 Ja 3 '35

Hall as agent pays for $2,000,000 in 2 months. East Underw 36:5 My 3 '35

Hardest job in a life insurance company in charge of production. W. Breiby. Spectator 134:12+ Ap 18 '35

Has group plan for agents; Business men's assurance. Nat Underw (Life ed) 39:16 Ja 4 '35

Head of Alabama aces gives selling methods. L. Johnson. Ins Field (Life ed) 64:11 My 24 '35

Home office life underwriters' meeting at Toronto. Weekly Underw 132:906 My 4 '35

Home office sales surveys prove valuable aid to field. G. D. Davis. Weekly Underw 132: 49+ sec 2 My 11 '35

Honesty, courage and loyalty as success formula. Nat Underw (Life ed) 39:2+ Ap 26 '35

How and why of human behavior as applied to insurance selling. S. N. Morrison. il Spectator (Life ed) 135:6-11, 36-8 S 5 '35

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How veteran agents can be remotivated. P. Loder. Spectator 133:23 D 20 '34; Same. East Underw 35:6 D 21 '34; Same. Nat Underw (Life ed) 38:23 D 21 '34

Hunch changed $10,000 policy to $185,000 one. E. D. Lonie. East Underw 36:9 Ag 9 '35

In his own language; a sales talk that has sold many policies. H. P. Bickley. Spectator 134:13+ Ja 31 '35

Industrial men to be under new act; ordinary agents are not affected by social security law pensions. Nat Underw (Life ed) 39:1+ S 13 '35

Insists on balance payments. J. C. Blackall. East Underw 36:28 O 25 '35

Insurance a progressive science. G. S. Van Schaick. East Underw 36:10 Mr 15 '35

It pays to stay in insurance. C. H. Shamberger. East Underw 35:46 D 14 '34

Know what to say and say it. H. P. Bickley. Spectator 133:7+ D 6 '34

INSURANCE, Life—Agents—*Continued*

Leaders give practical advice on selling methods of today. Nat Underw (Life ed) 39:23 Ap 19 '35

Life insurance highway is only safe road today. P. F. Clark. Nat Underw (Life ed) 39:23 My 3 '35

Life underwriting as a career. C. J. Frisbie. Ins Field (Des Moines Conv Daily ed) 64:24-5 S 18 '35; Same. Nat Underw (Life ed) Daily ed 39:16 S 18 '35; Excerpts. Spectator (Life ed) 135:7-8 S 19 '35; Weekly Underw 133:525 S 21 '35; East Underw Extra ed 36:8 S 21 '35

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Making of the master salesman. L. S. Broaddus. Nat Underw (Life ed) Daily ed 39:12-13 S 18 '35; Same. Ins Field (Life ed) 64:5+ S 27 '35

Making your insurance business a hobby. J. L. Noble. Weekly Underw 133:568+ S 21 '35

Managers' conference on the veteran agent. Spectator 133:13+ N 15 '34

Meaty thoughts for salesmen given at Boston congress. I. S. Kibrick. Nat Underw (Life ed) 39:23 Ap 5 '35

Million-dollar agent writes insurance play. East Underw 36:10 Ag 30 '35

Million dollar producers tell how they do it. Nat Underw (Life ed) 39:19 Mr 22 '35

Modern methods used by leading producer. M. Reinboth. Ins Field (Life ed) 64:11 Mr 1 '35

Moral courage of manhood. W. A. Law. East Underw 36:20-1 O 4 '35

More individual business efficiency, budget control vital for agents. R. B. Mitchell. Nat Underw (Life ed) 38:2 D 7 '34

Multiple benefits in credo for agents. H. P. Aiken. Ins Field (Life ed) 64:9-10 Ag 9 '35

Must do two fisted job. W. H. Burns. Nat Underw (Life ed) 39:2 F 22 '35

Must revamp sales set-up. V. Gordon. Nat Underw (Life ed) 39:21 My 17 '35

New York as an insurance market has many groups of prospects. O. Bethea. East Underw 35:3 N 30 '34

New York city life underwriters association sales course. Nat Underw (Life ed) 39:2+ Ja 25 '35

Nine empty negatives. E. P. Hermann. Spectator 134:15+ Je 6 '35

Number and quality of interviews most vital sales factors. E. C. Rassmann. Ins Field (Life ed) 63:11 N 16 '34

Number of licensed agents in 1934 put at 182,928. Ins Field (Life ed) 64:5 Mr 22 '35

Oil company executive is critic of sales plans. F. Lovejoy. East Underw 36:8 O 18 '35

On Saturday mornings sells $1,500,000 in small Jersey towns. G. Kutcher. East Underw 36:3 Je 28 '35

1,404 life insurance sales—where and how made. W. T. Plogsterth. Nat Underw (Life ed) 39:19 Je 21 '35

One up—two out; a study in agent psychology. G. W. Ayars. Ins Field (Life ed) 64:9-10 F 8 '35

Opportunity in life underwriting. 127p R & R publications, Indianapolis '35

Organized personal effort called vital. R. Finger. Ins Field (Life ed) 63:9 D 21 '34

Outmoded sales plans present day obstacles. H. E. North. Spectator 133:14-15 N 22 '34; Same. Ins Field (Life ed) 63:4 N 23 '34

Package sales for average buyers. H. M. Files. Ins Field (Des Moines Conv Daily ed) 64:12-13+ S 20 '35; Same. Nat Underw (Life ed) Daily ed 39:8+ S 20 '35; Excerpts. East Underw Extra ed 36:14 S 21 '35; Weekly Underw 133:521 S 21 '35

Personal equation is determining factor. B. Getzoff. Ins Field (Life ed) 64:9 Jl 19 '35

Pittsburgh sales congress puts emphasis on leading up to sale. East Underw 36:3+ Jl 26 '35

Plan is not the thing. W. Cluff. Spectator 133:13 D 20 '34

Points in New York City life underwriters sales seminar. Nat Underw (Life ed) 39:27 O 11; 3+ O 18 '35

Policy recommendations I make after thirty years. A. L. Farmer. East Underw 36:10 S 6 '35

Possibilities in salary saving and sales methods. F. Holdren. Nat Underw (Life ed) 39:19 Ag 23 '35

Practical points brought out in management association deliberations. Nat Underw (Life ed) 39:2+ My 31 '35

Problems of approach analyzed. S. Hayes. Ins Field (Life ed) 64:19 N 1 '35

Producer who slips back can be revived. E. W. Albachten. Ins Field (Life ed) 63:11 N 23 '34

Producer's life values. D. McCahan. East Underw 36:3+ Ag 30 '35

Production studied; efforts of 77 full time agents during July. Nat Underw (Life ed) 39:23 S 20 '35

Progressive salesmen use time control plans. Weekly Underw 132:35 sec 2 My 11 '35

Proper prospecting is vital to success in selling. Nat Underw (Life ed) 39:27 F 1 '35

Prospecting inventory is business yardstick. O. Bethea. East Underw 36:8 N 1 '35

Prospecting is chief problem of veterans. Weekly Underw 131:1034 D 1 '34

Prospecting should be agents' constant job. P. A. Parker. Ins Field (Life ed) 64:9 Jl 26 '35

Provident Mutual Life convention. Spectator 134:13+ F 7 '35

Public life insurance conscious; know your stuff and you can sell. N. B. Misell. Weekly Underw 132:97, 122, 124 Ja 12 '35

Putting self on systematized basis made great increase in production. C. H. Thomas. East Underw 36:14 Ap 5 '35

Qualifications of a million dollar producer. H. T. Wright. Ins Field (Des Moines Conv Daily ed) 64:17+ S 19 '35; Same. Nat Underw (Life ed) Daily ed 39:10-11+ S 19 '35; Same abr. Spectator (Life ed) 135:6-7+ S 19 '35; Excerpts. East Underw Extra ed 36:11 S 21 '35; Weekly Underw 133:525 S 21 '35

Questions that may be memorized to use on your prospects in closing sales. W. B. Molinare. Weekly Underw 132:125 Ja 12 '35

Related tools for selling; Northwestern mutual life insurance company. W. R. Chapman. il Ptr Ink Mo 31:16-18+ N '35

Results of New York association's questionnaire. East Underw 36:3+ Mr 15 '35

Right start for the beginning agent. W. Cluff. Weekly Underw 132:58 sec 2 My 11 '35

Sales congress in Peoria. Ins Field (Life ed) 64:5-6 O 25 '35; Nat Underw (Life ed) 39:27 O 25 '35

Sales congress of New York city association. East Underw 36:11 Mr 22 '35; Weekly Underw 132:613-14+ Mr 23 '35

Sales methods that get results. C. P. Dawson; H. T. Wright; A. E. N. Gray. Nat Underw (Life ed) 39:23 My 31 '35

Sales philosophy, prospecting and approaches. J. E. FitzGerald and others. Nat Underw (Life ed) 39:23 S 13 '35

Sales presentation. Ins Field (Life ed) 64:11 My 3 '35

Sales side of life insurance; abstracts. A. Coburn. Ins Field (Life ed) 64:7-8 N 1 '35; Nat Underw (Life ed) 39:2 N 1 '35

Sales talk should be well planned by the agent. P. O. Works. Nat Underw (Life ed) 39:23-4 Ag 30 '35

Salesman or orator? H. C. France. Spectator 134:10-12 My 2 '35

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Assigned risks doubled last year. A. R. Lawrence. East Underw 36:30 My 31 '35

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Ohio state fund plan hit in New Jersey report. W. Wilson. East Underw 36:38+ Mr 1 '35

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Seek liberal compensation measure for Pennsylvania. Nat Underw 39:36 Mr 7 '35

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Rates on compensation in Texas offer problem. Ins Field (Fire ed) 64:10+ My 23 '35

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Better showing for compensation line in 1934. Nat Underw 39:29+ Mr 14 '35

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It requires modern sales methods to properly present various forms of 1935 insurance protection. F. T. Priest. Weekly Underw 133:868 N 2 '35

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Montana agents pass strong resolutions. Weekly Underw 133:244 Ag 10 '35

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Extensive advertising program is offered for promoting services of stock agents. A. Dodge. Ins Field (Fire ed) 64:4 Mr 28; 8+ Ap 4 '35; Excerpts. East Underw 36:23+ Mr 29 '35

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My idea of the correct way to operate an agency. R. F. Covill. Weekly Underw 131:1213+ D 29 '34

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Trademark vital to agency; case for clear agency. C. R. Tuttle. Nat Underw 39:1+ Je 6 '35

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St Louis brokers active in crusade to curb banks. Nat Underw 39:1 O 31 '35

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Local agents declare qualification laws do not control problems of solicitors. Ins Field (Fire ed) 63:4 N 22 '34

Pennsylvania agents will fight again for apprenticeship bill. J. W. Henry. East Underw 36:19+ S 13 '35

Pennsylvania modifies rule on non-residents. East Underw 36:24 Mr 8 '35

Prepare amendments to Pennsylvania apprenticeship bill. East Underw 36:20 My 24 '35

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Seek non-forfeitable contract by statute. Ins Field (Life ed) 64:4 Ja 11 '35

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Urges strict license supervision as check on agents turn-over. B. A. Dugal. East Underw 36:1+ S 6 '35

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Sears, Roebuck agents are now marketing life and automobile insurance. C. L. Odell. Nat Underw 39:1 F 7 '35

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Reciprocity and service successful in regaining much lost business. J. K. Boyce. Weekly Underw 132:229+ F 2 '35

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Novel client's display in an agency. il East Underw 36:15 N 8 '35

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Atlanta board studies membership rules following Supreme court action. Ins Field (Fire ed) 64:5+ O 31 '35

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Broker in most strategic position to advise clients. A. V. Miller. East Underw 36:38 Ja 18; 40 F 1 '35

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Brokers' qualification course is arranged. East Underw 36:20 Jl 5 '35

Brokers' relations with insurance companies. A. H. Witthohn; B. W. Blakey. East Underw 36:17 Ja 4 '35

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Chicago brokers in plea for weapons in competition. Nat Underw 39:6 O 17 '35

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Client's point of view on brokers' service. G. E. Rogers. East Underw 36:32+ Mr 29 '35

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Denies brokers' charge that he broke faith on compensation commissions. J. A. Beha. East Underw 36:33 Jl 5 '35

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Insurance proctor designated to give professional status to brokers. F. R. DuBois. East Underw 35:33+ N 23 '34

L. A. Wallace named to receive gold medal for services to business. East Underw 36:32 O 25 '35

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Michigan acts to curb non-resident brokers. J. C. Ketcham. East Underw 36:28 Je 21 '35

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Strong belief in value of apprenticeship in training of insurance broker. Weekly Underw 131:1060 D 8 '34

Supt. L. H. Pink strongly criticizes adjusters; discusses brokers. Weekly Underw 133:849+ N 2 '35

Surety underwriting tips given to brokers. R. W. Smith. East Underw 36:38 My 24 '35

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Damages awarded for failure by assured to accept policy delivered in good faith by broker. C. S. Forbes. Weekly Underw 132:434 Mr 2 '35

Increased remuneration for marine brokers in London. East Underw 36:25 Ag 9 '35

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New York court denies appeal of Indemnity insurance co. of North America. Spectator 133:28 D 6 '34; East Underw 35:32 D 7 '34

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Insurance buyers of America. East Underw 35:94+ D 14 '34

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Dismiss Nebraska insurance director. Nat Underw (Life ed) 39:3-4+ Ag 9 '35

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Jim Costello over 24 years with Pennsylvania department. E. S. Banks. East Underw 36:30 O 25 '35

Major upsets in ranks of state commissioners indicated by elections. Ins Field (Life ed) 63:5+ N 16 '34; Nat Underw 38:1+ N 15 '34

Many changes made in commissioners' setup. Ins Field (Life ed) 64:8 Je 28 '35

Pictures commissioners' duties. H. E. McClain. East Underw 36:8 Jl 19 '35

Program for lowering costs of doing business; abstracts. H. P. Dunham. East Underw 35:23+ D 7 '34; Spectator 133:6-7+ D 13 '34; Weekly Underw 131:1066 D 8 '34

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Failures

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Family of products

Farm market

Farm produce—Marketing

Gasoline service stations

Goodwin plan

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Market stores

Market surveys

Merchandizing

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Tube mills

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Furnaces, Metallurgical
Gold metallurgy
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Fluids
Free energy
Friction
Gases
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Liquids
Magnetism
Matter
Mechanics
Meteorology
Molecules
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Hot water heating
Pipe joints
Plumbing
Steam fitting

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Gas distribution

Pipe joints

Pipe lines

Sewerage

Water distribution

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Electrolytic corrosion
Gas, Natural—Pipe lines
Gas distribution
Gas pipes
Gasoline pipe lines
Heating from central stations
Manholes
Petroleum pipe lines
Pipe laying
Piping (power plants)
Sewerage
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Culverts
Electric conduits
Gas pipes
Heating pipes
Mechanical equipment of buildings
Penstocks
Petroleum—Well casing
Petroleum pipe lines
Pipe fittings
Pipe joints
Pipe laying
Pipe lines
Piping
Piping (power plants)
Plumbing
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Tubes
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Air receivers
Air tanks
Ammonia compressors
Autoclaves
Boilers
Caissons
Digesters (paper making)
Dust collectors
Evaporators
Gas holders

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Car cooling
Carbon dioxide, Solid
Cold storage
Compressors
Cooling
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REFRIGERATION and refrigerating machinery
—See also—*Continued*
Freezing
Ice—Manufacture
Ice plants
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Milk cooling
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Automobiles—Repair
Electric lines—Maintenance and repair
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First aid in illness and injury
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Gas masks
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Ladders
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Lightning protection
Mine rescue work
Motor truck drivers
Railroads—Signals
Respiratory apparatus
Safety at sea and other headings beginning Safety
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Traffic lines
Traffic regulations
Traffic signals
Workmen's compensation

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Automobiles
Aviation
Blasting
Building
Chemical plants
Coal mines and mining
Electric equipment
Electric utilities
Gas appliances
Handling of materials
Hoisting
Lumbering
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Exhaust systems
Furniture, Steel
Pipes
Press tools
Presses
Punching
Rolling (metal work)
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Gas testing
Hardness
Laboratories
Magnetic testing
Oil testing
Strains and stresses
Strength of materials
Testing machines
Textile testing

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Automobile engines—Testing
Cast iron—Testing
Cement—Testing
Coal—Testing
Corrosion and anticorrosives—Testing
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Color in the textile industries
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Dry goods
Fireproofing of textiles
Fulling
Knit goods
Lace fabrics
Laundry
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Tapestry
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Flue gas
Gas manufacture—By-products
Petroleum refining—By-products
Rubber waste
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Culverts
Hot water heating
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